

THE WORLD'S FIRST AIR CARGO MAGAZINE NOW IN ITS 10TH YEAR

# AIR TRANSPORTATION

AUGUST • 1956

Published for the Air Express International Corp. by The Air Express International Corp.

IN THIS ISSUE . . .

*The Irish Eye The International Shipper*

*"If We Have It, Get Rid of It!"*

*British Shippers And Independent Air Carriers*

*Why Mr. Heppelwhite Turned to Air Freight*



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# AIR TRANSPORTATION

The World's First Air Cargo Magazine  
Established October, 1942



Member of Business Publications Audit  
of Circulation, Inc.

AIR TRANSPORTATION, published once each month, thoroughly covers the entire air cargo industry for the benefit of all those engaged in shipping and handling domestic and international air freight, air express, and air parcel post. Included in AIR TRANSPORTATION'S wide coverage are: air shipping, cargo plane development, rates, packaging, materials handling, documentation, air cargo terminal development, insurance, routing, interline procedures, new equipment, commercial airlines, military air transport service, air freight forwarding.

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## From The Readers

This is just a brief note to convey my thanks and appreciation for the very fine spread *Air Transportation* ran on Parcel-Air in the June issue. I have received many excellent comments on the article and from the number of inquiries that were sent directly to you from your readers it would appear that the article was well received throughout the country.

There was a minor point in the lead paragraph that should have been corrected before the information was passed on to you. It concerns the \$50.00 insurance whereas it should have been \$50.00 free declared valuation. You see, our tariff allows for up to \$50.00 free valuation, but there is no provision for insurance. As I said, this is a point which we should have corrected before the material was turned over to you.

Aside from this error on our part, the treatment you gave ParcelAir was nothing short of terrific. Again, many thanks.

A. Antriasian  
Asst. to the President  
ParcelAir System  
Los Angeles, California

I enjoy *Air Transportation* very much.

R. T. Filhour  
Manager, Order-Traffic Dept.  
The General Tire & Rubber Co.  
Waco, Texas

I enjoy reading *Air Transportation* and find it very informative.

C. Howard Austin  
Traffic Manager  
Glamorgan Pipe & Foundry Co.  
Lynchburg, Virginia

I enjoy reading your magazine. It is very interesting.

R. A. Berry  
Traffic Manager  
Morgan & Lindsey, Inc.  
Jasper, Texas

I enjoy reading *Air Transportation* very much.

Robert P. Bryarly  
Traffic Manager  
Interwoven Stocking Co.  
Martinsburg, West Virginia

*Air Transportation* is an excellent magazine.

W. J. Regan  
Manager, Export Factory Operations  
American Motors Corp.  
Kenosha, Wisconsin

We find this magazine very interesting.

G. J. Claveau  
Inland Traffic Manager  
Canadian Industries Limited  
Montreal, Canada

We find *Air Transportation* very helpful.

R. Morris  
Traffic Manager  
Atlantic Product Sales Corp.  
Trenton, New Jersey

I like this magazine very much. I read it and pass it on.

W. J. Vaughan  
Traffic Manager  
Eastern Shore Shippers Traffic Assn.  
Onley, Virginia

I enjoy reading your articles.

R. F. Pullen  
Supervisor of Traffic  
General Electric X-Ray Dept.  
Milwaukee, Wisconsin

Find the magazine very informative.

F. P. Tennant  
Traffic Manager  
The Canada Metal Co., Ltd.  
Toronto, Canada

It (*Air Transportation*) has many items of interest to our firm.

Frank H. Gore  
Traffic Manager  
Seiberling Rubber Co. of Canada, Ltd.  
Toronto, Canada

I enjoy your magazine a great deal. Keep up the good work.

Daniel A. Budisch  
Traffic Manager  
Milwaukee Boston Store  
Milwaukee, Wisconsin

Enjoyed your magazine very much. It has given us all the data on air transportation.

Charles A. King  
Assistant Traffic Manager  
G. R. Kirk Co.  
Tacoma, Washington

Very interesting, informative, and helpful to us.

John J. Delaney  
Traffic Manager  
American LaFrance Corp.  
Elmira, New York

Reference is made regularly for information contained in this publication.

J. F. Forrai  
Traffic Manager  
Patrick Cudahy, Inc.  
Cudahy, Wisconsin

My congratulations to you for doing a wonderful job in keeping the public well informed on air transportation, as well as making it enjoyable reading. Here is wishing you a long life.

P. Mastropietro  
Traffic Manager  
Picker International Corp.  
White Plains, New York

Although I have already said so to many others, I have not as yet said to you how much I enjoyed your special June forwarder issue. It was a major contribution to the development of the air freight industry.

Louis P. Haffer  
Executive Vice President  
Air Freight Forwarders Association  
Washington, D. C.

Helps to keep abreast air transportation, both domestic and export. Copies of the magazine are passed on to other interested parties.

G. B. Stubert  
District Traffic Manager  
Aluminum Co. of America  
Alcoa, Tennessee

You've gone and done it again! Your annual *Air Freight Forwarding Issue of Air Transportation* (June, 1958) was outstanding.

Recalling the wonderful issues that have come out in the past, I can't say I was surprised by the text of this one, but rather I was pleased to see that the high level of coverage and presentation which you have maintained in the past was surpassed in this issue.

Robert Seitel  
President  
Allied Air Freight, Inc.  
New York, New York

Fine air transportation magazine, informative and interesting.

J. Frank Hill  
Division Warehouse &  
Transportation Manager  
Colonial Stores, Inc.  
Columbia, South Carolina

I find your publication very helpful when we are shipping rush shipments by air.

R. L. Johnson  
Traffic Manager  
Baldwin Lima Hamilton Corp.  
Philadelphia, Pennsylvania

We enjoy *Air Transportation* very much indeed.

E. H. Corrigan, Jr.  
Partner  
Corrigan Dispatch Co.  
Laredo, Texas

Your publication is well arranged and edited.

Floyd M. Lawton  
Supervisor of Orders & Shipping  
Fairbanks Morse & Co.  
St. Johnsbury, Vermont

*Air Transportation Magazine* is interesting and informative.

Fred Swoboda  
District Traffic Manager  
Reynolds Metals Co.  
Troutdale, Oregon

Your magazine is well enjoyed.

Carl Kratzer  
Traffic Manager  
Sarco Manufacturing Co.  
Bethlehem, Pennsylvania

I enjoy this magazine very much and get many informative and useful hints from it.

C. B. Rieger  
Traffic Manager  
Briggs Manufacturing Co.  
Cincinnati, Ohio

Your magazine is quite interesting and certainly keeps you up to date as regards air transportation.

John D. Juzaitis  
Traffic Manager  
Renuzit Home Products Co.  
Philadelphia, Pennsylvania

We thoroughly enjoy reading this very informative publication.

Richard C. Thomas  
Traffic Manager  
The Oliver Corp., A. B. Farquhar Div.  
York, Pennsylvania

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## Your Freight Forwarder + Pan Am = THE WORLD'S MOST EXPERT SHIPPING SERVICE

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AUGUST 1958—PAGE 7

## Monroney Urges Relief For All-Cargo Carriers

Senator Mike Monroney (Dem. Okla.), chairman of the Aviation Subcommittee of the Senate Interstate and Foreign Commerce Committee, has gone on record as favoring relief for the certificated all-cargo airlines which, he said, lost a total of \$2,643,000 last year. He told the Civil Aeronautics Board that failure to grant relief could have disastrous effects on these carriers.

Senator Monroney testified in oral argument on the four freight lines' exemption applications for subsidy mail pay. The applicants are Aaxico Airlines, Flying Tiger Line, Riddle Airlines, and Slick Airways.

Pointing out that the all-cargo lines had an \$84 million investment in the industry, the Oklahoma Senator warned that their withdrawal from the scene would cause "a serious shrinkage in our over-all air capabilities." He cited the example of Slick, whose 1,800 personnel had shrunk 80%, and whose 16 aircraft have, for the most part, been sold or leased. Riddle, he said, has reduced its personnel by 400, and Flying Tiger faces "serious problems in continuing their operation," despite Slick's suspension of scheduled service.

He gave the following as reasons for the desperate situation faced by the freight airlines:

(Concluded on Page 29)

## Airlines Put on Alert

The airlines of the United States have been surveyed by the Military Air Transport Service for the purpose of determining the number of long-range air transports available for possible emergency duty. It is understood that MATS was informed that a minimum of 350 four-engine airliners can be shifted to military service within 48 hours.

## Post Office Studies Loading of Hercules

The mechanized loading and unloading system of the propjet Lockheed Hercules was recently studied by a group of United States Post Office officials who visited the Lockheed plant at Marietta, Georgia. They observed a train of scores of individual packages, weighing some 35,000 pounds, move from truck bed to transfer station and back in a matter of seconds. The all-mechanical system is reported to have cut the time required to prepare and load air freight by 40%, while idle ground time was slashed 90%. (AT; February, 1958; Page 12.) The Hercules, now in USAF service, is being offered for sale to commercial airline operators.

## N.Y.-South American Runs Started This Month by TSA

This month, the Argentine air carrier, TSA-Transcontinental, S. A., inaugurates scheduled service between New York and Buenos Aires. Intermediate points are Caracas, Rio de Janeiro, and Sao Paulo.

Andrew Shiland, former United States traffic and sales manager of Avianca, has been appointed United States general manager of the independent airline.

It was pointed out that TSA will operate what is described as an "all-express service." Rio will receive one-stop service, Sao Paulo two stops, and the southern terminal point three stops. Lockheed Super H Constellation equipment will be used.

According to Jorge E. Carnicero, executive director, the company has on order a \$20 million fleet of Convair 880 jets (AT;

(Concluded on Page 29)



Shiland

## REAL Switches Its U. S. Headquarters to Midwest

The industrial Midwest has succeeded Miami as the United States headquarters of REAL-Brazilian Airlines, Captain Linneau Gomes, president, announced. He said that Chicago has been selected for REAL's main office in this country because of the "growth of both passenger and cargo traffic between Chicago and the expanding markets of South America."

J. O. Penteado has been appointed general manager in the United States. He has been with REAL for the past decade, previously serving as assistant to the president and general sales manager. Harry A. Kruger will operate as acting manager in Miami.

The Brazilian carrier, which serves 241 cities with its fleet of 128 transports, is South America's biggest airline.

## MATS Contract for Tiger

Flying Tiger Line has begun a three-month cargo-and-passenger-carrying operation across the Pacific under contract to the Military Air Transport Service. Robert W. Prescott, Tiger president, estimated gross revenue of \$3 million for the July-September stretch. As prime contractor of MATS, Tiger is providing service between the American mainland and various points in the Far East. Tokyo is the principal terminal in the Orient.

## Mayer At Helm as Gallo Resigns Presidency of AEI

One of the biggest pieces of recent news in the air freight industry was the resignation of Charles L. Gallo as president of Air Express International Corp., generally regarded as the world's most extensive air freight forwarding organization. The presidency has been taken over by Chester M. Mayer, founder of the firm and its chairman of the board. Mayer is not new to this office, having served as AEI president in the past.

Mayer indicated to *Air Transportation* that the far-flung company will be run by an executive team consisting of himself; Alvin B. Beck, executive vice president; and John E. Muhlfield, vice president-sales.

Gallo, whose resignation was unexpected and therefore somewhat of a bombshell in the air-shipping industry, had headed AEI for nine years. During this time, the company swelled from 10 airbidding stations to its present complex of more than 100 in this country and overseas, while the annual gross rose from less than \$1 million to more than \$9 million. He is a former president of the Air Freight Forwarders Association, and only recently was voted a director of that organization for a four-year term (AT; July, 1958; page 12). An international figure, he was one of the best-known forwarding executives in the industry.

Gallo, "because of his financial and personal interest in AEI," continues as a

(Concluded on Page 29)



Gallo



Mayer

Old and new presidents



Beck



Muhlfield

Rest of AEI executive team



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# ALITALIA



## NEW OFFICES

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Cincinnati, Ohio—Fifth Third Building, Fourth and Walnut Streets. Phone: DUNbar 1-8550. Wilson S. Temple.

Pittsburgh, Pennsylvania—Room 404B, Grant Building, Fourth and Third Avenues. Phone: ATLantic 1-1434. John E. Matic, regional representative.

Vancouver, B. C., Canada—Bunard Building, 1030 W. Georgia. Phone: BAYview 7-716. George Tietjen, regional sales representative.

## SERVICES

### Domestic

#### MACKAY FLIES EXPRESS

Mackay Airlines, of Fort Lauderdale, Florida, has become the country's 35th carrier of air express, according to word from Railway Express Agency. The scheduled airline will provide air express service to its home city for the first time, and give additional service to Miami, Tampa, St. Petersburg, and West Palm Beach.

### Transatlantic

#### ALITALIA TO FAR EAST

Starting November 1, Alitalia will add Karachi and Bombay to its routes, giving United States shippers additional one-airline service to those points. Renato Cappelletti, commercial manager, stated that the new link will open on a twice-a-week basis. One round trip will fly Rome-Athens-

Karachi-Bombay; the other, Rome-Teheran-Karachi-Bombay. The New York-Rome leg will be operated with DC-7C equipment, and the flight from the Italian capital to the Far East with DC-6Bs.

#### SAS MONTREAL SERVICE

Scandinavian Airlines System recently inaugurated twice weekly service between European points and Montreal. Operating from Stockholm and Copenhagen, SAS transports make a single stop at Prestwick. The airline now serves 84 cities in 42 countries on five continents.

### Transpacific

#### JAL ADDS DC-7C FLIGHT

As of August 1, Japan Air Line's addition of another DC-7C flight will bring total transpacific flights to seven per week (five DC-7C, two DC-6B).

### Australia-Asia

#### QANTAS SERVICE GROWS

A second weekly service linking Australia and Hong Kong via Manila, has been opened by Qantas Empire Airways. Shippers are advised that the Hong Kong service takes off from Sydney every Monday and Friday, returning Wednesday and Sunday. Qantas has in operation a regular Sydney-Tokyo service, with a scheduled stop at the Philippine capital.

### Africa-Europe

#### ETHIOPIAN IN FRANKFURT

Ethiopian Airlines recently established thrice-weekly DC-6B service between Ad-

dis Ababa and Frankfurt. The German city has been set up as Ethiopian's northern terminus. Flights from Frankfurt to Addis Ababa are every Sunday, Tuesday, and Thursday, at 6 p.m. All flights stop at Athens. The Sunday and Thursday flights make additional stops at Cairo and Asmara; the Tuesday flight at Khartoum.

## INTERLINE

### 5 MORE SEABOARD PACTS

Seaboard & Western Airlines, transatlantic all-cargo carrier, has inked interline agreements with five additional foreign flag airlines: Cambrian Airways (Wales); Cubana (Cuba); Cie de Transports Aeriens Intercontinentaux (France); Eagle Airways (Bermuda); ALA-Sociedad de Transportes Aereos (Chile).

### UAL AGREEMENTS TO 169

United Air Lines' interline traffic agreements have risen to a new high of 169. Latest signings are with Aerolineas Peruanas (Peru), Compania Ecuatoriana de Aviacion (Ecuador), Lineas Aereas de Nicaragua (Nicaragua), Skyways, Ltd. (Nassau), and Eagle Airways (Bermuda).

## IATA

### IAC IS NO. 85

The admission of Indian Airlines Corporation to active membership in the International Air Transport Association has brought total membership to 85 (77 active members, eight associate members). IAC

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New York Office: 220 Broadway, New York 7, N. Y., Ph.: WOrth 4-2357  
Chicago Office: 408 S. Dearborn, Chicago, Illinois, Ph.: WABash 2-0081  
Milwaukee, Wisconsin, Ph.: Enterprise 8-8155

and Air India International will host IATA's 14th annual general meeting October 27-31.

## FORWARDERS

### EMERY SERVICE EXPANDS

Puerto Rico, Australia, and Hawaii are the newest points to be accorded Emery Air Freight's monitor service. This system assures continental United States consignors and consignees an average maximum of 48 hours' arrival service on shipments to and from Puerto Rico and Hawaii, and 72 hours to and from Australia. These origin-to-destination time averages hold good for any point in the United States.

Also available at these three new offices is Emery's Air Procurement Service, a method whereby a shipper can advise his local Emery agent of a particular order and have it expedited to ultimate destination.

### FENTON AT AIRPORT

The Cleveland international freight forwarding and customs brokerage firm A. W. Fenton Co., Inc., has established a new office at Cleveland-Hopkins Airport. According to Karl Gresham, president, the airport facility will "allow our customers to save valuable time." In the past, air shipments were transported downtown for customs clearance. Fenton headquarters are in the Society for Savings Building on Public Square.

### ASC IN NEW QUARTERS

Airfreight Service Corporation has moved to new, larger quarters located at 44-26 Purves Street, Long Island City, New York, according to an announcement by Fred W. Shinn, president. Shinn indicated that the

## AT NIPPON CLUB



Pictured here at a reception at the recently opened Nippon Club in New York are (left to right) David Muller, vice president of World-Wide Services, Inc., air freight forwarding firm; Saijiro Yanagita, president of Japan Air Lines, who dropped in for a short visit in New York after attending an IATA Executive Committee meeting in Brussels; Randall T. (Chick) Holden, JAL's Eastern cargo manager; and Charles Muller, World-Wide's president. Reception was held to celebrate JAL's new San Francisco-Tokyo daily service with DC-7Cs and DC-6Bs.

move was "dictated by the ever-increasing demand for ASC's expedited and personalized services." ASC provides a variety of forwarding, warehousing, customs clearance, and packing services for air or surface shipment. In addition, the firm specializes in overseas shipments of complete households, and in the distribution of promotional materials.

Shinn pointed out that during the first seven months of operation, two-thirds of ASC's volume involved international shipments. Most unique among these was a \$2,500 wedding dress and 844 pounds of ice cream cones. Heaviest shipment handled to date weighed 1,893 pounds. Average weight per shipment is 101.92 pounds. ASC's busiest day saw 176 units handled.

Most consignments per day totaled 123. High-water mark for a single day's volume is 10,560 pounds.

### MORE AIRPORT SPACE SOUGHT

Erwin Rautenberg, head of Air-Sea-Forwarders, Inc., recently appealed to the Los Angeles Board of Airport Commissioners for better accommodations at Los Angeles International Airport for air freight forwarders and customs brokers. Rautenberg, who likewise addressed a session of the Los Angeles Customs & Freight Forwarders Association on this subject, is chairman of the organization Air Cargo Committee. The association's will cooperate with other organizations in the area and United States Customs in finding the adequate facilities required by the forwarders and brokers.

### ALLIED HOLDS PARLEY

Executives of Allied Air Freight, Inc. met recently at the firm's New York headquarters in preparation for Allied's expansion throughout Florida. It is understood that the air freight forwarding company, which is headed by Robert Seitel, is entering a number of additional specialized fields. Allied is recognized as the country's leading air forwarder of daily newspapers.

### FIFTH ANNIVERSARY FOR UPS

Pausing on the occasion of its fifth anniversary to assess its record, United Parcel Service-Air, Inc. revealed an average yearly business increase of 66%. In the first quarter of its operations UPS served 500 shippers; today the number has grown to 8,000.

It was pointed out that the company's primary users of its air freight forwarding service are those who employ UPS for local



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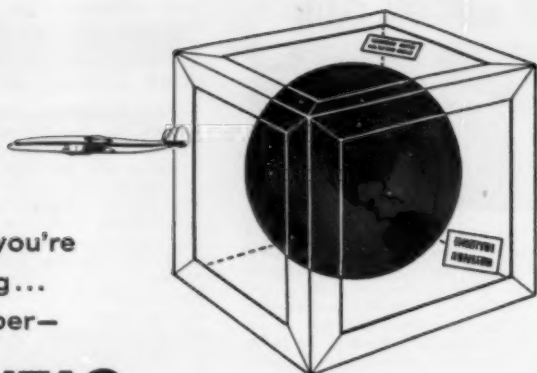
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AUSTRALIA'S ROUND-THE-WORLD AIRLINE

pickup and delivery in each of the nine metropolitan areas served. Approximately 1,500 domestic cities and towns are blanketed by the firm's 5,000 vehicles. New York, Philadelphia, Detroit, Chicago, Los Angeles, and San Francisco are origin and destination points; San Diego, Portland (Oregon), and Seattle are receiving points.

UPS offers shippers second-day transcontinental service, as well as a more economical air operation providing coast-to-coast delivery in four or five days, and three to four days between Chicago and the West Coast. The latter service was described as being at rates "lower than ground parcel post from the West and only pennies more from the East." It was pointed out that "UPS makes up to three attempts to deliver a parcel if necessary, thus avoiding disappointing receivers after the distant air trip."

The company was organized in 1907, gradually developing into a delivery organization for department stores and specialty shops, later moving into deliveries for manufacturing and wholesale firms. It operates in a total of 18 areas. The air service was born on July 6, 1953. Manager of the air arm is Ernest H. Hand.

## CAB

### AA PUSHES USE OF JETS

American Airlines is anxious to begin operating two daily round trip jet flights between San Francisco and New York in December if the Civil Aeronautics Board grants its application for this nonstop route. It would operate Boeing 707 equipment. AA has purchased 30 such aircraft (AT, February 1958, Page 18).

### SAS WINS ALASKA RIGHT

The CAB has granted Scandinavian Airlines System the right to pick up cargo and passengers at Anchorage, Alaska, on its transpolar route between Scandinavia and Tokyo. The Board also gave the carrier permanent rights to fly to Los Angeles. BOAC and Lufthansa have West Coast rights, but they have not opened scheduled operations from that part of the United States. SAS' only turnaround was on its request to add San Francisco to its transpolar route.

### TAN SEEKS AMENDMENT

TAN Airlines (Transportes Aereos Nacionales) has applied to the CAB for an amendment to its foreign air carrier permit so as to authorize cargo and passenger operations between Miami and the continental point Tegucigalpa; and beyond to Managua, Guayaquil, and Lima.

### SLICK SUSPENSION OFFICIAL

Slick Airways' suspension of its scheduled domestic air freight operation (AT, March 1958, Page 28) has been authorized by the CAB. The Board agreed that Slick "is in dire financial straits and could not absorb the losses from its scheduled operations." Citing the fact that Slick had lost more than \$3,114,000 in its common carrier operations during the year ended June 30, 1957—the loss amounted to \$2,021,000 in its all-over operations—and again lost \$1.2 million from all operations between the latter date and February 1, 1958, the Board concluded:

"Obviously, an attempt to compel the carrier to resume and continue scheduled services in the face of these mounting losses would ultimately drive it into bank-

ruptcy and would destroy any chance of an ultimate resumption of service."

The Board said that it "cannot now be determined" whether Slick will be able to resume service at a future date, but it was convinced that "in the interests of Slick's stockholders, its employees, and the public generally, Slick should be granted the relief it seeks . . . Should the carrier be unable to reinstitute scheduled services within a reasonable period of time or should other considerations of public interest so require, we can then take appropriate steps to terminate the certificate." It denied that now was the time for certificate termination, and pointed out that during the course of its operations, Slick "carried a substantial volume of air freight and has offered a valuable service to the shipping public," despite its lack of financial success.

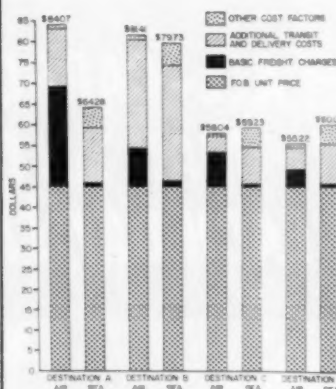
Slick has until next January 1 to advise the CAB whether it intends to resume or permanently terminate its scheduled air freight operations.

(More News Departments on Page 24)

## Cost Analysis Is Required

The costs for each international shipment must be analyzed independently, says the firm of Bruce Payne & Associates, management consultants. There is no rule of thumb to follow, Payne concludes in a survey of international surface and air cargo which included analysis of many consumer and industrial products being shipped to global destinations. In the standard of comparison applied by the firm of management consultants, the total origin-to-destination costs were studied for both sea and air.

TOTAL COSTS IN INTERNATIONAL CARGO  
(FOR THE SAME \$45 PRODUCT)



The chart accompanying this article shows a \$45 product shipped to four varying destinations. While in each case the basic freight charge is higher for air, the total cost is lower for air than for sea in two instances, a fraction higher in a third instance, and substantially higher in a fourth. Its the hidden costs that tell the story.

Moral for shippers: Study each shipment.





Robert MacPhee, cargo supervisor at Idlewild for Irish Air Lines (right), checks Europe-bound consignments.

# THE IRISH



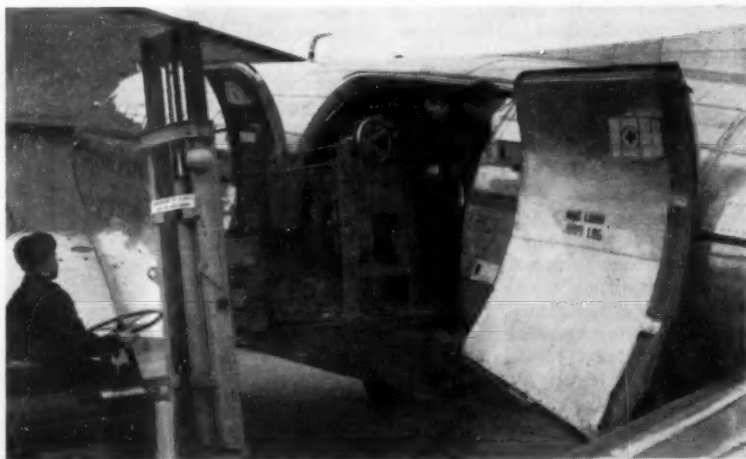
TWELFTH IN  
A SERIES....

By  
RICHARD  
MALKIN

## EYE THE INTERNATIONAL SHIPPER

THERE is a certain air about the people who make Irish Air Lines run. They frankly want as big a slice of the transatlantic passenger market as they can cut for themselves—who doesn't? But back of their mind is a keen awareness that air freight has a special and significant potentiality, not only for the future of Irish on the highly competitive North Atlantic route, but for Shannon Airport and for the economy of Eire itself as well.

The two latter prospects had more than a little to do with the decision last December to activate Aerlinte Eireann, transatlantic entity of Irish Air Lines. This was indicated by Jeremiah F. Dempsey, the airline's general manager and well-regarded transport expert, in an interview granted to *Air Transportation* several months ago. The Irish carrier began scheduled opera-



One of the DC-3 airfreighters of Aer Lingus, European entity of Irish Air Lines, unloads British-manufactured machine at Dublin. Aer Lingus connects here with Aerlinte Eireann.

tions across the Atlantic late in April with shamrock-bearing Lockheed 1049H *Super Constellations* leased from Seaboard & Western Airlines. From a three-flights-a-week basis, operations have been stepped up to its current daily schedule, which will obtain until October 1 when it drops to its former level for the duration of the normal low-traffic period.

To buttress its future, Irish is casting a come-hither eye in the direction of the international shipper. From the very start the airline has worked on the basic premise that the air freight forwarder and cargo sales agent are the shortest and surest route to the actual shipper.

"Yes, it's a fact: we're concentrating on working with forwarders and agents," Eugene Roessner, United States cargo manager said. "The way we look at it, we're in the carrier business. Our job is to transport the goods turned over to us. We consider the forwarders to be our prime sales force. Look at Macy's, for example: it got out of operating its own trucks when it finally came around to realizing it was in the retail business. As I have said: we're in the carrier business."

Roessner, no newcomer to transatlantic air freight, spent four years with KLM and three with Swissair, prior to his present association. As head of the cargo department in this country, he makes his headquarters in midtown Manhattan. He is in close liaison with the freight facility in Cargo Building 82 at New York International Airport, supervised by Robert MacPhee, an ex-Riddle Airlines man.

## Air Cargo Must Move

Knowing the anxiety of air shippers, Roessner is guaranteeing that consignments will move out of Idlewild the same day. He asserted that if space is unavailable on an Irish plane, the shipments will not be detained but turned over to other airlines' flights.

In overall charge of the airline's destinies on this side of the ocean is Henry W. Held, vice president-United States. Held, a well-known figure in international air transportation circles, previously served for 11 years as United States traffic and sales manager for LAV-Venezuelan Airlines. He started his airline career with TWA and moved on to Colonial Airlines before joining the Venezuelan carrier.

Headquartered in Dublin is Patrick J. Brennan, a lawyer by background, and since last April head of Irish Air Lines commercial division. He joined Aer Lingus a dozen years ago as an assistant secretary. In 1952 he was named commercial manager, represent-



Dempsey

ing the airline at IATA's rate-making parleys. His legal training has stood him in good stead as a former member of IATA's legal committee.

It would be a mistake for shippers to regard Irish as a new, and therefore an inexperienced, carrier. While it is conceivable that logic might dictate such an assumption, it cannot hold true for Irish for several fixed reasons: (1) in the strict sense of the word the airline is not new; (2) it has more than two decades' experience behind it; (3) the newly-joined executives are no mere tyros at the game, their stock in trade being know-how.

The associate airline of Aerlinte is Aer Lingus, a successful organization which has been in the business of hauling passengers, freight, and mail since that May day in 1936 when it inaugurated the Dublin-Bristol route with a DH-84 *Dragon* twin-engine biplane. There are no reliable freight figures for Aer Lingus for the period between its inception and the latter part of World War II (although it is known that in the initial fiscal year 1936-37, 3½ tons of freight and mail were carried).

Consider, however, that in the fiscal year 1945-46 a mere 27 tons of goods were flown, while in 1957-58 the airline's freight lift has soared to 6,569 tons. The record year was 1955-56 when the total reached 6,669 tons. Volume carried in the first five months of the current year—2,767 tons—was 23% above the total for the comparable period of the year before. According to the most recent edition of *Air Shippers' Manual*, at the beginning of last year Aer Lingus was ranked 29th in international freight-miles flown by the then 71 member

airlines of the International Air Transport Association.\*

Aer Lingus a close-working partner of Aerlinte Eireann. With the Irish *Super Connies* making the run from New York (and Boston, starting in the Fall) to Shannon and Dublin, Aer Lingus' *Viscounts* and DC-3s take over from the latter point to 17 destinations on the Continent. Very soon F-27 *Friendship* propjets will begin replacing the DC-3s, half of which are expected to disappear from its routes by the end of 1959.

## European Routes

Aer Lingus directly serves key cities in the United Kingdom, Holland, Spain, Belgium, France, Germany, Italy, and Switzerland. Interline agreements, effected by both Irish carriers, make possible immediate transshipments to all other world destinations.

Astride Aer Lingus' cargo fortunes is Dermot Hourigan, who nine years ago came to the airline from rail transport. Starting at Shannon Airport as a customs clerk, he gradually moved up the ladder, becoming cargo officer at Shannon, and later at Collinstown Airport, Dublin, finally reaching the top in 1955 as cargo superintendent. Together, Hourigan and Roessner form the supervisory link between Europe and the United States.

Aware that ground speed must complement air speed if the shipper is to be served properly, the European twin of Aerlinte has leaned heavily on mechanized cargo handling. Collinstown is one of the few airports in the world equipped with a platform weighbridge for the weighing of bulky cargo, including motor vehicles, aircraft engines, livestock, etc. At Shannon 11 airlines rely on Aer Lingus for their

\* Two of the 71 airlines did not report that year.



cargo loading and unloading requirements.

While industry statistics show a substantially greater flow of transatlantic air shipments towards the West, Aerlinte's cargo traffic pattern—at least, at this early stage—is expected to follow an opposite trend. Special emphasis is being exerted on the vast export potential in the United States, while a more gradual build-up is expected among the European shippers, especially in the United Kingdom.

At the present time, about half of Aerlinte's eastbound transoceanic freight goes beyond Ireland. Roessner's aim is to bring the Continent-destined volume to 95% of the eastbound total.

It is still too early to determine with any degree of certainty the pattern of specific commodity movement. Thus far, drugs and machine parts have comprised a large proportion of the United States exports via Aerlinte. The most frequent import commodities noted during the few months since the inaugural date have been raw nylon, medical and technical instruments, small machine units, tools, and musical instruments. However, with development of its cargo sales and service, and the resultant uplift in volume, the divisions of specific commodities and their ratio to the whole probably will approximate those of the older competitor carriers flying in the North Atlantic trade.

The freight picture on the Ireland-Continent leg of the system is well defined after more than two decades of operation. Ireland's fine textiles moves eastward in respectable quantities, as do her perishables, especially native prawns, salmon, and trout. All types of general cargo, especially hard goods, are brought in by Aer Lingus. Of late there has been a gradually developing air movement of unfinished raw goods



Held



Roessner



Brennan



Hourigan



Dairy machinery unloaded at Dublin. When F-27s replace DC-3s, Aer Lingus will retain five of the world-famous aerial workhorses for full-time freight operations within Europe.

from the United Kingdom to Ireland where they are processed and airhailed back to the point of origin. Every weekend the regular Saturday night news-lift from Manchester brings to Dublin an average of 88,000 pounds of newspapers. As a matter of fact, newspaper haulage last year gave Aer Lingus about 25% of the total volume handled at Collinstown.

Aer Lingus' seven *Viscounts* each offers a cargo capacity of 11,500 pounds in all-cargo version, and 2,000 pounds in passenger version. Each DC-3—there are 10 such aircraft, half of these fitted with double doors suitable for quick conversion to freighter—will accommodate 6,600 pounds as a cargo-plane, and 1,000 pounds as a passenger ship. It is significant to note that with delivery of the seven ordered *Friendships*, the Irish plan to press

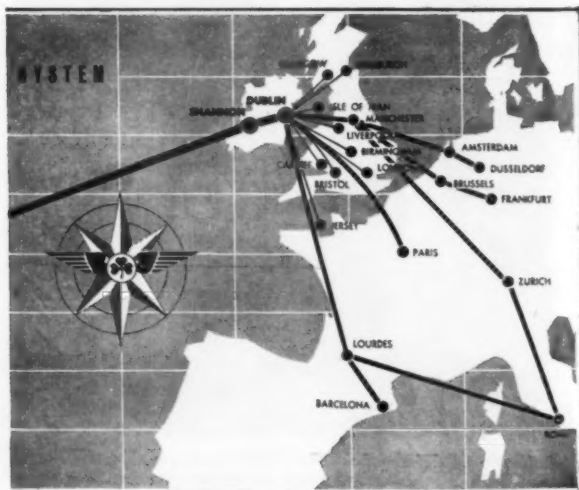
into freighter service the five DC-3s they will retain. The *Friendship*, as a cargo aircraft, will take aboard 9,000 pounds; as a passenger plane, 2,000 pounds.

The growing crescendo of the Jet Age has sparked Ireland's leaders into an all-out effort to keep their country very much in the international air commerce picture. Shannon Airport, Europe's westernmost landing field and a vitally important key in North Atlantic air trade, finds itself in danger of increasing bypassage by the longer-range transports—especially by the jets whose introduction on this route is imminent.

In the first decade of its existence, Shannon freight traffic (embarked, disembarked, and transit) built from less than three million kilos to nearly 12½ million kilos. Ireland does not propose to lose this traffic (nor, certainly, the profitable passenger traffic which, for the specific purposes of this article, is not being considered here), and it is coming to grips with the problem in a realistic manner.

Air freight constitutes a major element in Ireland's push to retain its present high place in international air transportation. The Shannon Free Airport Development Authority, of which

(Continued on Page 22)



The Navy Overseas Air Cargo Terminals operate under a go-go-go slogan first used at Pearl Harbor . . .

# "IF WE HAVE IT, GET RID OF IT!"

**W**HEN you're shipping anything by air, whether it's white mice, snails or a 37,000-pound armature, it's no military secret that the plane's speed will be useless if air cargo terminals cannot equal it with similar means of rapid transshipment or distribution.

To prevent any delay due to overburdened terminal facilities and personnel, the Navy has specialized air cargo organizations at recognized "pressure points"—points where the flow of material is sufficiently large to warrant an independent unit devoted exclusively to air deliveries.

The Navy Overseas Air Cargo Terminals—NOACTs—are usually located along the main aerial thoroughfares. They are organized when a need arises and, conversely, they are phased out when the need disappears. As can be expected, therefore, over the years, their number has waxed and waned.

At the present time, there are five NOACTs in operation. Strategically placed at Tokyo, Pearl Harbor, Port Lyautey, Norfolk (Virginia), and Alameda (California), the terminals are main arteries through which equipment and goods of every conceivable type are pumped to service the far-flung ships and shore bases of the Navy.

Although the great majority of material is repair aircraft and ship parts, "anything goes" if it requires air priority. The white mice and snails, previously mentioned, were needed for important scientific purposes at a Pacific island, and were expedited through a NOACT.

When all signs indicate that an increasing air cargo load has begun to

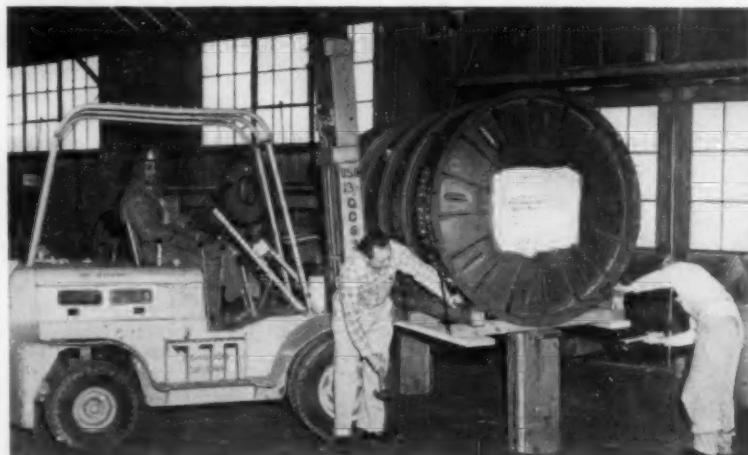
(Continued on Page 29)



Lt. (jg) M. A. Leal, operations officer, and Edward C. Cossette, supervisory stockman, NOACT Alameda, inspect "Caution" label on air shipment of dangerous material.



The dry ice machine, operated by Chief Storekeeper Jack R. Bidwell at NOACT Port Lyautey, is used to replenish and repack containers of biologicals. Liquid carbon dioxide is run from the tank through a burlap bag (in drum) where ice is manufactured.



E. Mitchell (left) and W. B. Martin apply additional skidding to an aircraft engine as C. Johnson (on forklift) watches. Extra skidding must conform to the floor load limit of the aircraft. This photograph was taken in a cargo shed at NOACT Alameda.





Hunting-Clan Air Transport's Africargo service is now well known. Here a piece of machinery is shown being loaded aboard a York freighter for swift transport from Northern Rhodesia to London.



Silver City Airways' ferry service across the English Channel was pioneered a decade ago. Its economical surface-air operation, called Roadair, is reported to have caught on with British shippers.

## A Current Report on . . .

# British Shippers and Independent Air Carriers

By J. W. R. TAYLOR

**L**ONDON—Last year, a total of more than 153,000 short tons of air freight—animal, vegetable and mineral—was handled at airports in the United Kingdom.\* It included almost everything from nightly loads of

\*The July, 1958 issue of *Air Transportation*, Page 8, reported a total of 153,382 long tons of freight handled at Britain's airports.

newspapers to flowers, fur coats, umbrellas, chocolates, elephants, sewing machines, combs, works of art and kippers. Much of it travelled in the freight holds of airliners; but more and more are going by special all-freight services in aircrafts specially designed to carry heavy, bulky loads.

On a straightforward weight-for-weight basis, it is much more expensive to fly anything over any distance than to send it by surface routes; but

such a comparison is unrealistic, as can be proved by the experience of a dealer in Nairobi, Kenya, who is the local agent for a well-known type of commercial vehicle.

Until recently, this man had to stock more than 10,000 different items to ensure an efficient repair service for his customers, and he had to order all replenishments eight months in advance. This not only tied up a great deal of capital, but led to considerable annual losses through parts becoming obsolete or deteriorating in the hot climate. Today he has weekly consignments flown out by the Spares-by-Air scheme that is operated as part of the Hunting-Clan Air Transport Ltd., Africargo service. Now that he knows he can obtain and fit any component that may be needed in a matter of days, he not only helps the dealer, but enables the vehicle manufacturers to match the traditionally-good after-sales service of their continental competitors.

Another British air operation patronized on a large scale by the automobile industry is the cross-channel ferry service that was pioneered 10 years ago by Silver City Airways, Ltd. In these

(Concluded on Page 20)



Air Charter, Ltd., another British independent with an eye trained on freight, accepts part of a \$252,000 order for transmitting equipment for a television station manufactured and shipped by Marconi Wireless Telegraph Co., Ltd. to Aalborg, Denmark.

# WHY MR. HEPPELWHITE

1. Meet Mr. Heppelwhite, traffic manager of a firm which manufactures a line of household appliances.



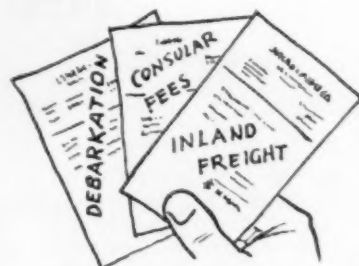
2. It was a large shipment of Caracas-destined refrigerators that changed Mr. Heppelwhite's mind about air freight.



6. Ah, then, Mr. Heppelwhite was reminded by his informant, what about insurance? By surface it was \$184; by air, \$27. The surface shipment now cost \$4,105; the air shipment, \$5,837.



7. Furthermore, there were other surface charges not levied on air—debarkation at port, consular fees, inland freight charges. Add another \$953 to the surface bill. Now it was \$5,058.



10. At this point Mr. Heppelwhite became a thorough convert to air freight. Shipping his big consignment by air was only \$290 higher—a mere pittance when broken down to unit cost. But look at what his firm and customer saved through air freight...



11. The refrigerators got there on the fourth day of departure from the plant. By rail and sea transit time would have been 21 days.

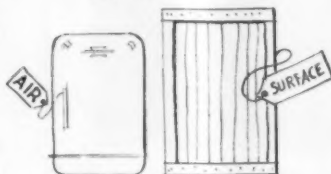


# TURNED TO AIR FREIGHT

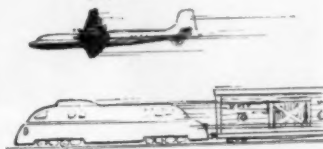
3. In the beginning Mr. Heppelwhite just could not see air freight. Take the refrigerators, for example—why pay an export air freight bill of \$5,020, when he could get it there by sea for only \$2,863?



4. But then someone pointed out that he could fly his shipment unpacked. Export packing for sea transportation would cost him \$583, thus bringing surface cost up to \$3,446.



5. Mr. Heppelwhite conceded this fact. But he retorted that rail freight to the port of embarkation was \$475, in contrast to the air freight charge of \$790. This lifted surface cost to only \$3,921, while air cost shot up to \$5,810.



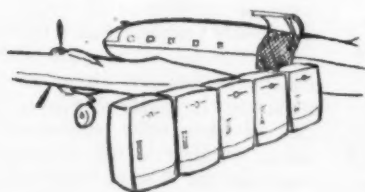
8. Nor did this end matters. Import duties on the surface shipment amounted to \$2,430; on the air shipment, \$1,960. So here were new totals—surface, \$7,488; air, \$7,797.



9. What with forwarding charges and broker's commission (surface, \$145; air, \$126), the total surface transportation bill reached \$7,633, as against \$7,923 for air freight.



12. To the consignor this saving of 17 days meant quicker payment, reduced capital tie-up, superior customer service, and more frequent reorders.



13. To the consignee this saving of time added up to a competitive advantage, 17 extra sale-days, smaller inventory (with minimum capital outlay), ability to get reorders filled quickly, built-in protection against obsolescence—in short, bigger profits.



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## **BRITISH SHIPPERS & INDEPENDENT CARRIERS**

(Continued from Page 17)

days of fashionable dual color schemes, no retailer overseas can stock every combination of body style and decor of a particular model. He can, however, meet his customer's individual requirements by having a car flown over on the air ferry within, perhaps, 24 hours.

In many respects, the English Channel offers unrivalled conditions for air-freighting, because it is narrow enough to keep to a minimum the costly flying phase of any combined surface-air operation like Silver City's highly-successful Roadair service for general cargoes.

One company that uses Roadair extensively is Massey-Harris-Ferguson, whose agricultural equipment is used all over the world. (July, 1958 *AT*, Page 26.) Until this year, all spares destined for this company's Paris associate went by road from Manchester to Hull and then by sea to France. The journey took eight days, and it was often 10 days before the goods were ready to be unpacked. Now, the Roadair door-to-door service conveys the spares from Manchester to Lydd Airport in Kent by road, flies them across the channel to Le Touquet in 20 minutes, and has them delivered to Paris

by road. The total time for the 450-mile journey is 72 hours.

Nor is speed the only attraction, for Massey-Harris-Ferguson claim that Roadair saves £4 (\$11.20) per ton in transport costs. This is because air cargoes usually spend less time in warehouses, are handled and transshipped less. They are far less likely to be damaged in transit than surface cargoes, which may be crammed into railway wagons or the holds of ships and subjected to shocks during shunting or hoisting. Often, no protection other than a few strips of felt is needed in the aircraft, and this reduces packing costs, especially for fragile goods such as furniture, radio and television sets, laboratory apparatus and typewriters.

Also, the insurance rates for air-freighting are often only one-tenth of those for surface transport because of the lower risk of damage or loss. This applies particularly to high-value shipments such as gold bullion, banknotes or diamonds which are also safe from any possibility of theft while in the air.

One recent Africargo load included such varied items as a shaft wheel weighing about 340 pounds; machin-

ery, about 695 pounds; syringes, about 43 pounds; electrical switchgear, about 2,000 pounds; car spares, about 1,250 pounds; tractor spares, about 640 pounds; a poodle dog, four Jersey calves, a young chimpanzee and 35 boxes of chicks.

The last item is a reminder that baby chicks were one of the first big-scale air cargoes back in the 1920s. They travel well in specially-designed cardboard boxes and, needing no food until they are 72 hours old, offer fewer problems than human passengers. Other animals require more attention, but are still carried in enormous numbers. In fact, Skyways, Ltd., decided last year to open the world's first regular "animal special" services between Britain and the Continent. Their most frequent passengers are racehorses, sometimes destined for new owners, but often making the journey just to take part in a race. Experience has shown that these sensitive animals take to flying so well that they can be raced within 24 hours of landing, instead of possibly being sick or nerved-up for days after a sea journey.

Nor should it be forgotten that some of the most profitable and deservedly famous exports flew overseas on their own wings, for during 1957 Britain's aviation industry sold a record £116 million (\$324.8 million) worth of aircraft, engines and equipment to air forces, airlines and private pilots.

## **"IF WE HAVE IT . . ."**

(Continued from Page 16)

overburden the existing freight division, slowing down air movement of priority cargo, then the Bureau of Supplies and Accounts will be called upon to set up a Navy Overseas Air Cargo Terminal at that point. A NOACT, when organized will usually be split off from an existing freight division at an airfield or supply depot.

The history of NOACTs parallels the expanded use the Navy began to make of air cargo transportation during World War II. It was a hot July day in Washington, 1943, when the Vice-Chief of Naval Operations put his signature on a directive that outlined some basic principles and needs for specialized air cargo terminals. The one-page directive summed up the requirements for them and directed the Chief, Bureau of Supplies and Accounts, to establish these air cargo terminals "in charge of Supply Corps Officers of suitable experience and special training . . . (to) regulate and maintain the flow of outbound and inbound cargo, forwarding the most urgent by air within the limits of air transport capacity."



By the end of World War II, the Navy had 10 of these terminals at key ports all over the world, helping to move the tons of necessary equipment to naval forces on every front. They were located at New York, Oakland, Miami, Patuxent River (Maryland), Samar (Philippine Islands), Honolulu, Kwajalein, Guam, Manus (Admiralty Islands), and Seattle.

With the letdown of air cargo after 1946, the need for NOACTs diminished, and one by one the terminals closed down. Only NOACT Alameda was left to service and speed air cargo material coming through the California Bay Area. But this period of inactivity ended suddenly in 1950 when Korea erupted on the scene and the United States naval forces were once more committed to battle. The experience gained in operating overseas air cargo terminals during World War II stood the Navy in good stead and additional terminals were organized at Guam and Japan.

### Terminal's Job

An air cargo terminal is responsive to the needs of the fleet's operations and deployments as part of this country's defense pattern. A faulty ship's part, lack of the proper aircraft engine repair item, can weaken the guard against an enemy's thrust. The ameliorative effect of air cargo transportation can be a vital factor in helping ships and planes maintain their top operating efficiency.

Some NOACTs operate on a round-the-clock basis, seven days a week. Each one controls priority assignments as well as the routing of air cargo to and from overseas areas and between points served by a Navy private charter service within continental United States.

NOACTs coordinate their movements with each other and stand by ready to supply each other with necessary information. Some terminals furnish trucking operations for the picking up and delivering of air cargo.

Summed up briefly, a NOACT conducts its terminal operations, exercising traffic management and administering available air space of Navy cargo from and within its own area of responsibility.

Another important by-function of NOACT is its packaging service which provides an extra safety protection for intransit cargo. This service has to be geared to operate swiftly so as not to delay priority material.

When necessary, a NOACT can also divert material from air to surface

# Your cargo will make the plane

It can catch one of BOAC's new late evening flights.

Last minute air cargo delay? Don't worry. There's still time for your freight to make one of BOAC's new late evening flights—direct from New York to Glasgow, Manchester or London.

Here is the latest daily departure schedule:-

1:00 p.m.	5:00 p.m.
8:30 p.m.	11:30 p.m.

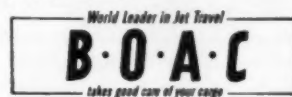
Other direct-to-Britain flights from Chicago, Detroit, Boston, San Francisco, Montreal. Frequent connections to Europe, Middle East, Africa.



**NOTE:** No reservations necessary for cargo dispatch anywhere in Europe. Your cargo moves on the first available flight.

**Cargo for Australia?** At 11:30 p.m. every Tuesday and Friday a QANTAS flight leaves New York for Sydney and Melbourne direct.

For further information, call your Cargo Agent or nearest BOAC office.



transportation, or else authorize commercial air service.

There's a lot of paperwork involved in keeping a NOACT operating properly. Careful attention has to be paid to proper maintenance controls with adequate maintenance of records, reports, and route and schedule information.

The Military Air Transportation Service handles most of the air cargo transportation for NOACTs. As of July 1, 1958, the military services began paying MATS for transportation charges actually incurred. Before that date, MATS' operation costs were paid from funds appropriated for that purpose and service was provided to the military departments on a non-reimbursable basis.

### Subsidiary Flight

A transcontinental air charter flight within the United States is also used, and it is controlled by NOACT Alameda and NOACT Norfolk. This charter route is currently being serviced by United States Overseas Airlines.

Some of this cargo is destined for further shipment overseas. Recent figures show that about 32% of the cargo originating from the East is sent

on to the Pacific Ocean area, while 13% of the cargo moving from the West is slated for the Atlantic Ocean area.

### Charter Stops

The charter stops in this country, besides Alameda and Norfolk, include Boston, Newark, Philadelphia, Washington, D. C., Quonset Point, Charleston, Jacksonville, Long Beach, and San Diego.

Missile testing units at Cape Canaveral frequently use the charter service to obtain necessary parts, data, films, etc., from the West Coast. The Florida missile test center is designated a flag stop when requesting air shipments.

NOACT Norfolk controls the East-to-West movements as well as the North-South traffic. The West-to-East hop is handled by NOACT Alameda, which also directs the West Coast's North-South traffic.

Although all Navy Overseas Air Cargo Terminals operate under the same instructions, with similar guidelines and objectives, there is really no typical or representative one. In terms of tonnage and routings, however, NOACT Alameda can be considered

the largest of the five terminals, air-lifting nearly two million pounds of cargo a month.

If you draw a line on the map of the United States through the states of North Dakota, South Dakota, Nebraska, Kansas, Oklahoma, and Texas, these, plus the 11 states west of that line and the new state of Alaska, form the domain of NOACT Alameda.

If any unit within this area wants to ship goods by air to any overseas Navy or Marine Corps activity, it will contact NOACT Alameda for priority. This bay terminal has the additional function of controlling air priorities for the eastbound leg of the United States Navy charter route.

At the terminal, a multitude of actions must be taken to facilitate air transportation of all material going through its hands. When the cargo comes in, there are the documents to be checked for accuracy, and material that has to be checked for destination and priority. Packages must be inspected for proper piece counting,

marketing, weight, and packaging, consonant with air movement requirements. Errors or mistakes have to be caught and corrected all within the limitations dictated by air schedules.

The MATS terminal is located at Travis Air Force Base, about 60 miles away. Material from there is transported to Alameda primarily by the Navy terminal's own truck fleet. Scheduled truck runs shuttle the goods with consideration always being given to the urgency of the cargo.

When the occasion demands, NOACT Alameda will ship by surface instead of air. At the bay terminal a special system is used—WEXTRANS (Water Express Transportation). It was initiated in the Bay Area by the Naval Supply Center to take care of such material that had to be moved when air transport was backlogged.

NOACT Alameda can contact the Naval Sea Cargo Coordinating Officer at Oakland to arrange for water shipment on the first ship outbound to the designated port.

Sometimes, part of the material might be shipped by air to meet the most immediate needs, with the rest following close behind on a ship.

A slogan used by the Pearl Harbor NOACT sums up the outlook of all the terminals—*If we have it, get rid of it!* That is the way of the NOACTs, dedicated to maintaining the flow of goods without stoppage; an important part of the pipeline that conveys the quantities of urgent material needed to keep the fleet at its ready best. • • •

## IRISH AIR LINES

(Continued from Page 15)

Brendan O'Regan is chief executive, has adopted the view that Shannon's future lies in converting it to a "warehouse" for American traders; a "supple springboard of trade," which would help them to "jump over the wall of taxes, regulations . . . and other impediments that make it tough to do business in Europe from across the Atlantic." And here is a further description of the Shannon Airport that is to be, and to which American businessmen are being enticed:

"It is a tax-free haven to which you can bring your materials from anywhere for storage, manufacture, processing, packaging, or other manipulation, and pursue your trade with minimum formality.

"With a factory or warehouse alongside the tarmac at Shannon, you share the advantages of your European competitors. You keep the same control over production, marketing, and finance as at home, and enjoy an envigorating freedom from taxes and fiscal imposts.

"When competition becomes keener under the European Free Trade Area plan, you will be well placed to meet it; just as now you enjoy privileged access to British Commonwealth markets by manufacturing goods at Shannon to qualify for Commonwealth Preference rates of duty.

"In Shannon's Free Trade Zone customs duties do not arise. Formalities are negligible. Materials and equipment leave and enter without trouble by air or sea. Despatch of finished goods is almost as simple as van delivery in a United States city, since they can move aboard aircraft straight from the shelves or packing line.

"This way you can give snap delivery to major centres in Europe, the Middle East, and Africa; from one source of supply the whole market without multiplying warehouse and inventory costs. At the same time you avoid tying up capital unnecessarily in import duties and bonds in several countries."

### AT's Executive Editor Is Credited by Irish Official

In an exclusive article titled, *Will Shannon Airport Be in Trouble?* published in the December, 1957 issue of *Air Transportation*, Richard Malkin, executive editor, discussed the economic dangers facing Shannon Airport in the Jet Age. He concluded that it could save itself from deteriorating to the status of a relatively minor European airport by "a dynamic approach to tourism; and, more important, the development of this airport as an air freight distribution center for Europe, the Middle and Far East, and Africa." Among his suggestions was a new approach by the Irish Government to the Customs-Free Airport Act enacted by the Irish Parliament on March 18, 1947, as well as a recommendation that it study the successful free trade zone at Colon, Panama and draw a valuable lesson therefrom. Malkin indicated the similarities in the geographical advantages of Shannon and Colon.

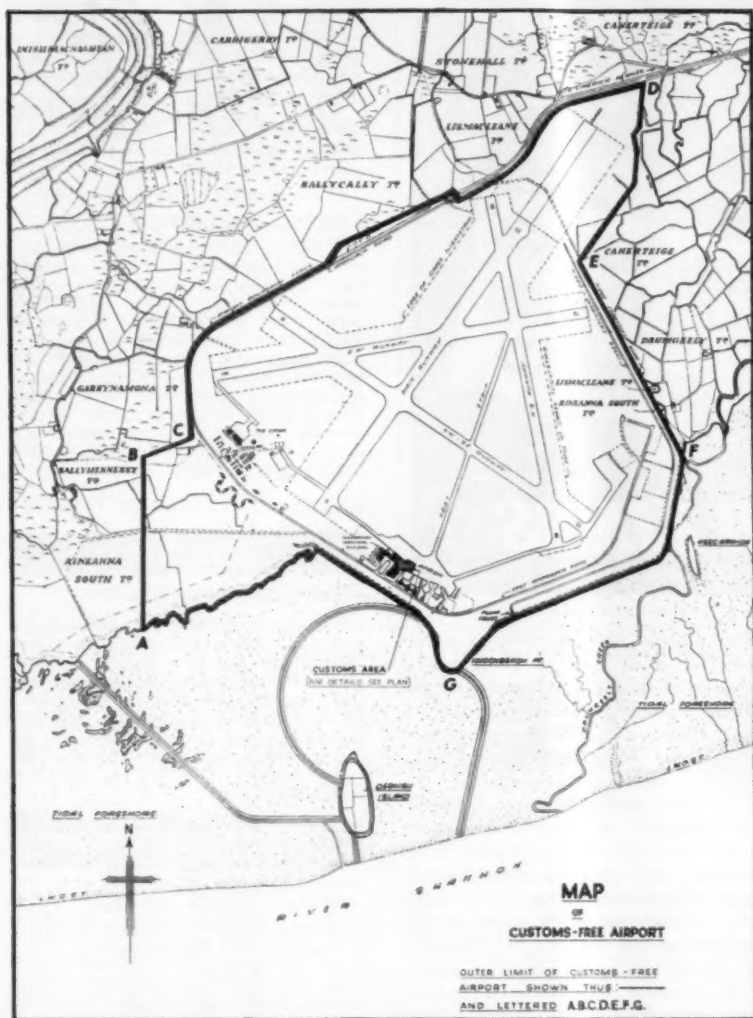
Brendan O'Regan, chief executive of the Shannon Free Airport Development Authority, has credited Malkin with the basic idea which "will in a short time become a practical reality." In a letter dated July 2, O'Regan wrote to *Air Transportation's* executive editor as follows:

*As a result of the various measures taken by the Irish Government to encourage the use of Shannon as an air freight centre, very promising developments have begun to take place here. Two substantial factory undertakings producing goods which will use air freight have already decided to establish themselves in the Shannon region, and a dozen others are actively pursuing activities with a similar object in mind.*

*I am writing you now that your article in the December issue of Air Transportation appeared at that date somewhat visionary, but subsequent events indicate that Shannon as a major freight distribution centre, between the old and new world, will in a short time become a practical reality.*

*Your article came at a time when we were examining various lines of action in regard to our plans for development of the Free Port. Your reference to the Panama Free Zone and developments in Puerto Rico prompted me to investigate for myself the development of commerce, particularly air freight business, in these two areas. On this trip I learned much which has been of value to our developments here.*

*Please accept my best thanks and appreciation.*



Shannon's customs-free area to which American industry is being invited.

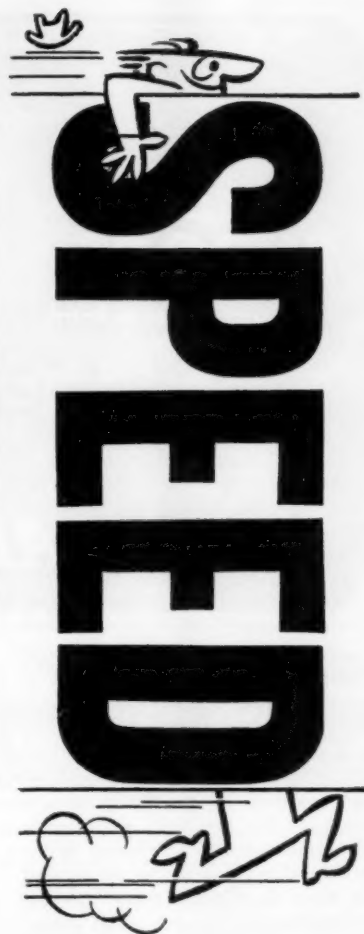
Sixteen miles from the seaport of Limerick, Shannon is pointed up as an excellent sea-air break-bulk point. Importers bringing goods in by sea for eventual air delivery are not liable for duties. Whether brought to Shannon by air or sea, there is no limit to the time the goods may remain there. While in the free trade zone, merchandise is exempt from all customs duties and taxes, including consular fees. No restrictions have been placed on the import of machinery for use within the area. This may enter free of customs duty.

Goods brought into the zone require no customs entry. The sole customs requirement is "access to records to verify that any goods liable to duty which have been imported can be accounted for by exports plus stock on hand." Goods may be placed on display to potential customers without restriction. The establishment of a

permanent Samples Fair is being considered.

Real estate? Here is another big gun rolled out by the Shannon Free Airport Development Authority. With 250 acres at its fingertips for development as factory or warehouse sites, the Irish Government offers to American firms (a) a non-repayable grant of up to two-thirds of the cost of buildings, or \$140,000, whichever is less; (b) land on long lease at a nominal rent; (c) in special cases when the undertaking would provide a very high level of local employment, non-repayable grants to the full cost of the site and buildings, half the cost of the plant and machinery, and the full cost of training workers.

As previously reported in *Air Transportation*, the Irish Government would grant exemption from income tax and corporation profits tax for a period of 25 years on profits derived from new



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export business originating at Shannon. Under current legislation, total exemption from these taxes is granted for a period of 10 years. A local tax on land and buildings is at the rate of 2% of the capital value of the property, reduced by two-thirds on new structures for the first seven years. Also promised are "accelerated depreciation allowances to be set against tax when the liability arises; freedom to repatriate profits and capital gains," as well as to "sell out and repatriate the proceeds."

The authorities point out that there are four ways to operate at Shannon: (a) by building one's own premises, taking advantage of Government grants and favorable rents to lease land; (b) by renting warehouse space for storage, repacking, "and other manipula-

tion of goods"; (c) by utilizing a distribution service set up in a public warehouse; and (d) by breaking bulk and reforwarding smaller shipments.

Last year, the noted Irish commercial aviation executive, Patrick Lynch, chairman of Aer Lingus, stated:

"Ireland, coming late into competitive industrial development, has, with some very notable exceptions, little tradition in the field of industrial management and organization. Its survival as a modern nation, however, is dependent on the use of the techniques of management and organization which more advanced economies have applied with success."

And that's what Irish Air Lines and the further development of Shannon Airport are all about—a dynamic step forward for "survival as a modern nation."

## FACTS & FIGURES

### U. S. AIRLINES

**Branniff:** L. J. Priester, cargo sales manager, reports a 44.7% increase in air express ton-miles for the first five months of 1958, compared with the same period in 1957. A total of 686,608 express ton-miles were flown in January-May of this year, as against 474,133 ton-miles in January-May, 1957. With 2,338,673 domestic freight ton-miles shown for January-May, 1958, Branniff registered a 26.6% jump from the 1,846,673 ton-miles flown in the same period a year ago. Freight revenues were up 32.5%. On its Latin American routes, Branniff, in the same contrasting five-month periods, rose from 355,535 freight ton miles to 477,899 ton-miles—a 34.3% increase.

**Flying Tiger:** According to George T. Cussen, vice president of the all-cargo line, April freight revenues (\$936,226) were the highest in company history for that month,

While May freight revenues (\$961,421) established an all-time record, April traffic was 14% above the figure for the same month a year ago. The May total exceeded that of the same month last year by nearly 10%. For the first five months of 1958 total freight revenues (\$4,373,390) were at a record high, 8% ahead of the January-May, 1957 total. . . . The New York-Newark terminal reported a gain of more than 100% in the first five months over this period of last year. No actual figures were released by Herbert Bornemann, district sales manager, who made the announcement.

**Riddle:** Charles L. Hood, vice president-traffic and sales, indicated that "in the middle of what has, in the past, been one of the low-volume months," the all-cargo carrier's Miami station handled 1,036,327 pounds of inbound and outbound freight during the week ending June 23. On June 20 alone, 257,882 pounds were handled. Hood credited this record to an "aggressive all-out sales effort to help Miami manufacturers and South Florida growers reach new and expanding markets."

**Pan American:** In the first four months of this year, Pan Am flew a total of 1,364,000 pounds of eastbound freight to Europe. This represented an 18% increase over the total for the same direction and period a year ago.

**United:** Freight hauled in May (5,271,000 ton-miles) was off 3% from the same month a year ago. Express (817,000 ton-miles) was up 97%.

### FOREIGN AIRLINES

**BOAC:** W. O. Greenway, cargo sales officer-U. S., revealed that in the year ending March 31, 1958, the British carrier showed a spanking increase of 28.4% in cargo traffic on its routes between the United States and Great Britain. In a single year, BOAC cargo rose from 975,156 kilos to 1,254,303 kilos. Eastbound cargo movement, up 20%, rose from 572,402 kilos in 1956-57, to 689,823 kilos in 1957-58. The rate of westbound improvement doubled that of eastbound, moving up from 402,754 kilos to 564,480 kilos.

## AIRPORTS

### SCHIPHOL KEEPS GROWING

While mail handlings at Schiphol Airport (Amsterdam, Holland) slipped from 7,601,932 pounds in 1956 to 7,450,492 pounds in 1957, freight handling more than made up the difference by rising from 60,563,337 pounds in 1956 to 64,865,382 pounds last year.

Following is last year's record of all-cargo services operated to and from Schiphol Airport:

Airline	Route	Round Trips Per Week	Round Trips Per Fortnight
BEA	London	2	..
	Berlin	4	..
KLM	London	10	..
	Copenhagen	5	..
	Frankfurt	3	..
	Nuremberg	3	..
	Milan	2	..
	Paris	2	..
	Stuttgart	1	..
	Munich	1	..
	Zurich	1	..
	New York	4	..
	Teheran	..	1
Pan American	New York	2	..
Sabena	Brussels	5	..
Swissair	Zurich	5	..

Following is the complete record of commercial flights—scheduled and charter—which operated to and from Schiphol in 1957:

Country of Origin	Scheduled Flights	Charter Flights	Total Flights
The Netherlands	23,796	931	24,729
Great Britain	3,394	750	4,174
Scandinavia	1,828	158	1,986
Belgium	1,896	150	2,046
United States	1,678	217	1,895
Finland	1,430	8	1,438
Switzerland	944	14	958
Eire	476	8	484
Canada	324	3	327
Argentina	203	2	205
South Africa	148	2	150
Israel	143	3	146
Ceylon	104	1	105
Germany	..	530	530
Hungary	..	50	50
France	..	16	16
Luxembourg	..	14	14
India	..	12	12
Netherlands New Guinea	..	5	5
Burma	..	2	2
Greece	..	2	2
Netherlands Antilles	..	2	2
Philippines	..	2	2
Yugoslavia	..	2	2
Total	36,366	2,914	39,280

The following table shows the origins of freight traffic handled at the Dutch airport, for the comparative years of 1920, 1938, 1956, and 1957:



Year	Europe (Pounds)	Inter- continental (Pounds)	Domestic (Pounds)	Total (Pounds)
1920	48,510	.....	.....	48,510
1938	5,095,302	217,766	.....	5,313,068
1956	42,399,687	18,163,650	.....	60,563,337
1957	43,707,832	21,146,349	11,201	64,855,382

A total of 17 scheduled airlines operated to Amsterdam in 1957.

#### SEATTLE-TACOMA REPORT

In the month of May, Seattle-Tacoma International Airport reports, express handlings were up and freight handlings down, as contrasted with the same month a year ago. In May, 1957, express and freight handlings, respectively, totaled 191,290 pounds and 3,095,919 pounds. Last May, express was up to 234,979 pounds for the month, and freight down to 2,501,803 pounds. Both express and freight for the first five months of 1958 are down as compared with the January-May period of 1957. Express has slipped to the tune of 45,928 pounds, and freight 1,226,132 pounds.

#### FREIGHT TERMINAL AT LOGAN

A private firm, William & Associates, will establish a consolidated air freight terminal at Boston's Logan International Airport. The building will be 720' x 80'. It will be constructed of corrugated metal. Thirty-six bays will measure 20' x 40' each. A dock, located at the north end of the building, will be near the entrance area, therefore easily accessible to truckers. It is reported that William & Associates anticipates leasing space to airlines, trucking firms, REA, and the Post Office. Occupancy is expected next fall.

### COMMERCIAL AIRCRAFT

#### WCA RECEIVES FIRST F-27

West Coast Airlines, Seattle-based local service airline, recently took delivery of the first Fairchild F-27 propjet. Lieutenant General James H. Doolittle was the guest speaker at the dedication and delivery ceremony at Hagerstown, Maryland. WCA has purchased six F-27s. Altogether 15 airlines have purchased the plane.

#### JETSTAR PERFORMS

Lockheed's new utility jet transport, the *Jetstar*, recently streaked around the United States, following its four borders, in 14:50 hours. Distance exceeded 6,700 miles. Average flight speed was 456 miles per hour; top speed, 686 miles per hour. A large part of the flight was at an altitude of about 45,000 feet.

#### DC-8 IN NEW MODEL

Douglas has come through with a new version of its DC-8 jet transport—an extended-range model, capable of flying 6,800 miles nonstop. According to Nat Paschall, vice president-sales, several airlines have revised their orders to include the new aircraft.

#### HCA BUYS VISCOUNTS

Hunting-Clan has purchased three *Viscount 810s* from Vickers-Armstrongs (Aircraft) Ltd. It was revealed that the planes will be converted to the 840 series, increasing their speed from the normal 365 to 400 miles per hour. Delivery of the propjets is scheduled for early next year. The manufacturer said that British independents have ordered a total of 14 *Viscounts*.












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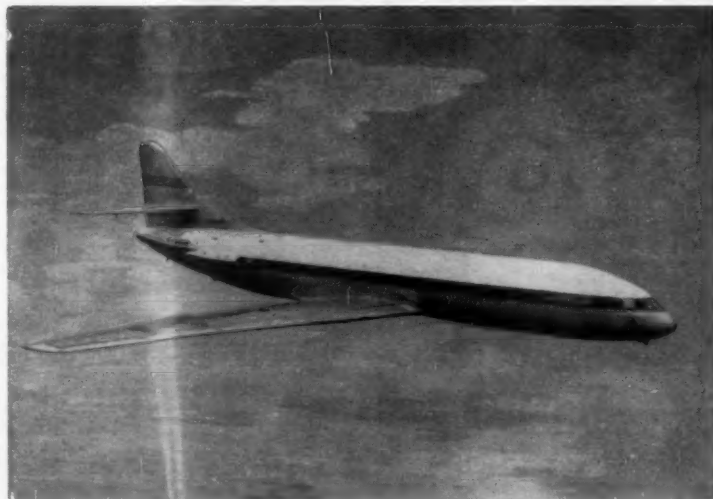
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#### MORE CARAVELLES FOR SAS

An additional purchase of half a dozen French-built *Caravelle* jetliners brings to 12 the fleet of aircraft of this type which Scandinavian Airlines System will operate. SAS expects to introduce the 500-mile-an-hour plane, manufactured by Sud Aviation, early next year. Having a 2,000-mile range, the airline will put it to work on its European, and Near and Middle Eastern routes. With another seven Douglas DC-8s on order, SAS' potential jet fleet at this moment stands at 19.

#### PNYA GIVES COMET APPROVAL

The Port of New York Authority, which controls the New York-Newark area's airports, recently granted approval for a *Comet* jet transport to make touchdowns and takeoffs at New York International Airport as part of BOAC's series of training flight operations. The plane, a *Comet 2E*, was described as "the forerunner of the *Comet 4* which BOAC hopes to introduce on its New York-London route later this year." The Port Authority has been concerned with the noise problem of jets.



Scandinavian Airlines System has doubled its order of *Caravelles* (shown above).

# AIR SHIPPERS' CONVERSION TABLE

Pounds to Kilograms  
2.205 lbs. = 1 kilogram

Ounces	Kilos	Pounds	Kilos	Pounds	Kilos	Pounds	Kilos
1	0.028	27	12.247	69	31.298	155	70.308
2	.057	28	12.701	70	31.752	160	72.576
3	.085	29	13.154	71	32.205	165	74.844
4	.113	30	13.608	72	32.659	170	77.111
5	.142	31	14.062	73	33.113	175	79.379
6	.170	32	14.515	74	33.566	180	81.647
7	.198	33	14.969	75	34.020	185	83.915
8	.227	34	15.422	76	34.473	190	86.183
9	.255	35	15.876	77	34.927	195	88.451
10	.283	36	16.330	78	35.381	200	90.719
11	.312	37	16.783	79	35.834	225	102.050
12	.340	38	17.237	80	36.288	250	113.399
13	.368	39	17.690	81	36.741	275	124.739
14	.397	40	18.144	82	37.195	300	136.079
15	.425	41	18.597	83	37.649	325	147.419
Pounds		42	19.051	84	38.102	350	158.759
1	.454	43	19.505	85	38.556	375	170.099
2	.907	44	19.958	86	39.009	400	181.439
3	1.361	45	20.412	87	39.463	425	192.779
4	1.814	46	20.865	88	39.917	450	204.119
5	2.268	47	21.319	89	40.370	475	215.459
6	2.722	48	21.773	90	40.824	500	226.799
7	3.175	49	22.226	91	41.277	525	238.138
8	3.629	50	22.680	92	41.731	550	249.478
9	4.082	51	23.133	93	42.185	575	260.818
10	4.536	52	23.587	94	42.638	600	272.158
11	4.990	53	24.041	95	43.092	625	283.498
12	5.443	54	24.494	96	43.545	650	294.838
13	5.897	55	24.948	97	43.999	675	306.178
14	6.350	56	25.401	98	44.453	700	317.518
15	6.804	57	25.855	99	44.906	725	328.858
16	7.258	58	26.309	100	45.360	750	340.198
17	7.711	59	26.762	105	47.628	775	351.538
18	8.165	60	27.216	110	49.896	800	362.878
19	8.618	61	27.669	115	52.164	825	374.218
20	9.072	62	28.123	120	54.432	850	385.557
21	9.526	63	28.577	125	56.700	875	396.897
22	9.979	64	29.030	130	58.968	900	408.237
23	10.433	65	29.484	135	61.236	925	419.577
24	10.886	66	29.937	140	63.504	950	430.917
25	11.340	67	30.391	145	65.772	975	442.257
26	11.794	68	30.845	150	68.040	1,000	453.597

## MISRAIR TO GET TU-114s

Egypt's airline, Misrair, will receive an undisclosed number of TU-114s, Soviet Russia's newest jetliner. Originally the airline was set to receive the old model jet, TU-104. It is reported that the Russian aircraft will be operated nonstop between Cairo and Rome and Zurich.

## GROUND SERVICES

### NWA AIR-TRUCK TO EXPAND

Before Northwest Orient Airlines' air-truck freight service is another six months old it will be a full-blown coast-to-coast operation. This is predicted by T. R. Nolan, NWA's freight sales director.

Nolan revealed that the airline plans to expand its air-truck service to the New York and Newark gateways within the next 30 days. When it starts operations on the new route to Atlanta-Tampa/Clearwater/St. Petersburg-Miami late this year, the coordinated service will be extended to those gateways. Present aerial gateways for NWA's air-truck service are New York, Newark, Washington, D. C., Pitts-



Nolan

burgh, Cleveland, Chicago, Detroit, Milwaukee, Minneapolis-St. Paul, Spokane, Portland, and Seattle.

The St. Paul-based airline inaugurated its truck-air service in the late fall of last year (Dec., 1957 AT, Page 6). A joint air-truck bill of lading covers the transportation of a shipment, from consignor to consignee, on a through joint rate. NWA has signed agreements with 22 motor carriers. According to Nolan, it is arranging agreements with more trucking firms operating in 29 states. Said Nolan:

"When we started the air-truck service last November, we planned to extend it throughout our domestic system in two years. It has proved so popular with both shippers and truckers that we are negotiating with progressive motor carriers to extend the service to all of our domestic system by November 1.

"The entire industry is interested in this new method of shipping. Other airlines are planning to work out similar arrangements with motor carriers. Some of the truckers who were cool to the plan at first are now eager to have it because they have lost business to motor carriers offering the air-truck service."

Nolan listed the following advantages:

- ▶ Faster more precise information for consignors consignees, and carriers with respect to the progress of a shipment.
- ▶ Faster transport than premium surface transport at comparable cost.
- ▶ Vastly improved air freight service to off-line points.

Agreements have been signed between Northwest Orient Airlines and the following motor carriers:

Iowa—Bos Lines, Marshalltown. Minnesota—Briggs Transportation Co., Century Matthews Motor Freight, Minnesota-Wisconsin Truck Lines, Murphy Motor Freight Lines, Witte Transportation Co., all of St. Paul; Hart Motor Express, Raymond Motor Transport, Red Truck Line, Inc., Twin City-Fargo Freight, Widholm Freightways, Inc., all of Minneapolis; Moland Brothers Trucking Co., Duluth; Monson Dray Line, Zumbrota; Olson Transfer Co., Stillwater. California—Consolidated Freightways, Menlo Park. Pennsylvania—Friedman's Express, Inc., Wilkes-Barre. Illinois—H & W Motor Express Co., Rockford. North Dakota—Midwest Motor Express, Bismarck. South Dakota—Western Transport Co., Watertown; Wilson Storage & Transfer Co., Sioux Falls. Connecticut—H. T. Smith Express Co., Wallingford. New York—Yale Transport Co., New York.

## AAXICO AIR-TRUCK BOOMING

Ollie Stern, vice president-cargo sales of Aaxico Airlines, has credited his company's air-truck arrangements with five motor carriers with a boost in Southern textile traffic of more than 20%. Other types of traffic benefiting from this type of coordinated service saw rises of more than 70% in volume. Stern said. The motor carriers—Georgia Highway Express, Great Southern, Dixie Highway, Murdock Truck Lines, and Overnite Truck Lines—provide service between Georgia, Alabama, Tennessee, and the Carolinas, and Atlanta Airport.



Stern

The Aaxico official pointed out that air-truck service provides next-morning delivery to more than 540 communities in the New York-New Jersey area, covering a 50-mile radius of the airports in the two-state metropolitan district. Over 2,000 additional points of service, all on a single waybill, are available through the airline's pacts with motor carriers.

## NEW AEROBILT VAN

Grumman-Aerobilt engineers, cooperating with Neptune Storage, have produced a new type truck trailer designed specifically for hauling valuable cargo up to 33,000 pounds. This new development is of particular significance in the transport of delicate freight from plant to airport. It is reported to be the lightest trailer of any equal capacity.

Most important feature is a unique suspension system which replaces the customary spring system. Providing a cushioned ride, it is "the first successfully designed tandem to have eight independently rotating wheels and eight independent brakes."

Smaller wheels and tires give a lower center of gravity simplifying loading and unloading operations. The 90°-wide door does away with conventional center posts allowing unobstructed access; it is of strong aircraft-type panel construction. There are two additional 52"-wide doors. With an aircraft-type weatherproof body it also features extruded aluminum rails for hanging rugs, 100 cargo tiedown points, two airplane type cargo tracks, etc.

## MERCURY ADDS TO FLEET

Two 26-foot aluminum body semi-trailers, both equipped for direct two-way communication with the company's terminal at New York International Airport, have been added to the fleet of Mercury Air Freight, Inc. Mercury claimed this to be "the largest ground equipment in exclusive full-time use for air freight shipments in the United States." The new equipment allows for the handling of large individual shipments.

## CLUB NEWS

**Syracuse Traffic Club:** Charles A. Thornton, retired general traffic manager of the Crouse-Hinds Co., was honored at a special dinner sponsored by the club. Thornton served Crouse-Hinds for nearly half a century.

**Los Angeles Transportation Club:** The organization last month celebrated California Trucking Association Day and Southern Pacific Day.

**Birmingham Traffic & Transportation Club, Inc.:** Henceforth membership luncheon and dinner meetings will be held on the fourth Monday of every month.

## CONGRATULATIONS

### UNITED STATES AIRLINES

**Aaxico:** Peter T. Craven, former executive vice president of Riddle Airlines and secretary-treasurer of California Eastern Airlines, appointed executive assistant to Howard J. Korth, president of Aaxico.



Craven  
Aaxico

Taylor  
ASA

**ASA:** Dennis Taylor appointed South American regional sales manager. A former district sales manager for Slick Airways, Taylor has a seven-year background in air freight sales and operations. He is a graduate of Mexico City College . . .

G. W. Daniels, president of Compagnia Guatemaltica de Maquinaria, named a member of ASA's board. Daniels' firm acts as distributor of several important industrial manufacturers in the United States. He is headquartered in Guatemala City.

**American:** John E. Brady succeeds Shepard Spink as director of advertising. He comes to the airline from the well-known advertising agency, Donahue & Co., Inc., where he was a senior account executive . . . Morris Shipley, assistant vice president-Washington, D. C., now heads the new State and Community Affairs Department, with offices in New York. Succeeding Shipley is Dwight D. Taylor, elected assistant vice president.

**Braniff:** James Phillips, former manager in Sao Paulo for the Texas-based airline, appointed manager for Brazil. Moving into the position of Sao Paulo manager is Richard M. Kip, former station manager at Galeao Airport in Rio de Janeiro.

**Eastern:** Beverly Griffith, director of public relations, elected an assistant vice president. Griffith has been with Eastern since 1935, coming to the airline after extensive experience in the motion picture industry . . . Donald C. Grefe, former Braniff manager in several South American countries, appointed vice president and managing director of Eastern Air Lines, S.A., in Mexico City.

**National:** John J. Engel a leading news voice on radio in the South for 10 years, appointed assistant director of public relations. He will serve under William M. Ehert in Miami.

**Northwest:** Frank E. Coufal appointed district sales manager at Seattle, moving there from Tokyo where he served as Japan sales manager since 1954. He succeeds T. W. Marshall, resigned.

**Pan Am:** Carlos J. Garcia becomes district traffic and sales manager at Guatemala City . . . R. Alan Dawson takes the new post of district traffic and sales manager at Montego Bay, Jamaica . . . Milo R. Alexander replaces Steve Vernon as station manager at the latter point.

**Panagra:** Andrew B. Shea, president, awarded the Order of Vasco Nunez de Balboa, in the rank of Commander, by the Government of Panama. Conferred on Shea by Ernesto de la Guardia, Jr., President of Panama, the decoration was presented by United Nations Ambassador Alejandro Remon. Fernando Eleta, Panamanian Minister of Finance, also participated in the ceremony.

**Riddle:** Edward T. Thompson, who joined the all-cargo airline last March,



Left  
Thompson (Riddle)  
Lower Left  
Breed (Northeast)  
Below  
Stevenson  
(Northeast)



named senior vice president and treasurer. Thompson is well-known in financial circles.

**Northeast:** Edwin W. Breed and Robert B. Stevenson appointed to the respective positions of general traffic and sales manager of the Northern Region, and manager of cargo and military sales. Breed, an Air Force veteran, who came to NEA in 1946, has been in sales since 1948. He last served as director of passenger sales. Stevenson, who started in commercial aviation 17 years ago, joined NEA in 1957. His previous experience includes a stint as assistant to the general traffic manager of Panagra.

**TWA:** Ronald Duckworth, secretary, takes on the duties of assistant to the chairman of the board, in addition to which he will be responsible for coordinating TWA relationships with associated international airlines.

**Western:** Lawrence R. Moos promoted to San Francisco district sales manager. He is a veteran of 12 years' service with Western . . . Jack J. Vincent succeeds Moos as manager of sales activities in Oakland. . . . Lloyd Riddle and Charles W. Holmes, Jr., appointed to the respective posts of manager of purchasing and superintendent of stores. Donald Lanzel has been named Holmes' assistant.

### FOREIGN AIRLINES

**Icelandic:** Bolli Gunnarsson appointed station manager at Idlewild. With Ice-

South America's only overnight for up-and-doing sales executives who know that *time* can make a big difference in terms of profit and loss. These are some of the companies which ship their products via Panagra—on all-cargo flights and on Panagra's daily DC-7 and DC-6B passenger flights:

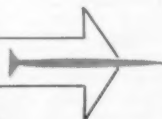
A.M.I., Inc.  
American Optical Co.  
The Anaconda Company  
Andes Copper Mining Co.  
Bell & Howell Co.  
Bucyrus Erie Co.

Continental Motors Corp.  
Cummins Diesel  
Export Corp.  
Eastman Kodak Co.  
Foley Brothers, Inc.  
Hupp International Corp.

Hycron Mfg. Co.  
International General  
Electric  
Joy Manufacturing Co.  
The M. W. Kellogg Co.  
Kennecott Copper Corp.

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landic since 1948, he has served in Reykjavik for the past three years.

**Lufthansa:** The following have been added to the German carrier's sales force: David Adams, sales representative, Philadelphia; John Blandy, sales representative, Los Angeles; Hans-Guenther Recke, cargo agent, Montreal; Claus Lange, sales representative, Chicago; Wolfgang Mueller, sales representative, Detroit; Joseph Nicholas, sales representative, Boston; Earl A. Tarver, sales representative, New Orleans; Richard Warner, sales representative, Cleveland.

**Lacsa:** Francisco Bonilla now serving as general manager of the Costa Rican air carrier. Bonilla previously held the post of assistant general manager of the Pan American World Airways affiliate.



Bonilla  
Lacsa



Mattix  
Olympic

**Olympic:** Frank H. Mattix associated for the past 22 years with Eastern Air Lines—the last four as sales development manager—appointed general manager for North America for the Greek airline. Olympic, currently operating in Europe and the Middle East, plans to establish jet service to New York about two years from now.

#### INDIRECT CARRIERS

**REA:** William J. Wallace in the express business since 1925, named director of the International Division of Railways Express Agency, reporting to the president. He will be in complete charge of REA's planning and expansion of international air and surface service. REA has applied for an IATA cargo sales agency.



Wallace  
REA

#### INDUSTRIAL TRAFFIC

**Jones & Laughlin Steel Corp.:** Paul L. Tietjen elevated to general manager of traffic and transportation. He is succeeded in his former position as manager of the Traffic & Transportation Division by Calvin F. Coombs. Tietjen, who joined the firm in 1941, formerly was associated with the Toledo Shipbuilding Co. After World War II he served as coordinator of inland water transportation for the Defense Transportation Administration in Washington.

**Columbia-Southern Chemical Corp.:** A. J. Beatrice appointed traffic agent of the Cement Division, headquartered in Zanesville, Ohio.

**American Tobacco Co.:** George E. Curd upped to assistant to the director of traffic in New York.

**American Excelsior Corp.:** Glenn H. Reno appointed general traffic manager, with headquarters in Chicago. Reno was formerly with Joseph T. Ryerson & Son, in the same city.

**Lever Brothers Co.:** W. I. Stewart named general distribution manager . . . W. E. Malone, appointed general traffic manager . . . Alfred H. Reccard elevated to traffic manager, and is succeeded in his former job as district traffic manager at the Hammond, Ind., plant by Robert W. Mahony, ex-district traffic manager at the Los Angeles plant. Russell E. McNeil moves to Los Angeles to take over Mahony's former position.

**New Jersey Zinc Co.:** Kenneth C. Lippmann appointed manager of transportation, with Daniel H. Vogel and Alfred M. Blomquist as assistant managers.

**United States Steel Corp.:** Robert A. Newton, Jr., named Eastern Area traffic manager for the American Steel & Wire Division, succeeding James J. O'Hara, retired.

**The Koppers Co., Inc.:** Edward W. Schwadron moves up to manager of the Transportation and International Services Section . . . William G. Brittain becomes head of the Fiscal Control Section . . . James A. Jordan elevated to manager of the Transportation Research and Development Section . . . Walter J. Keneski named assistant manager of the Traffic Section.

**Republic Steel Corp.:** John R. Wall succeeds R. A. Eldridge as general traffic manager with headquarters in Cleveland. Assistant general traffic manager for the past two years Wall formerly was with the Baltimore & Ohio Railroad and served as chairman of the Freight Traffic Committee-Central Territory Railroads, vice chairman of the Traffic Executive Associa-

tion-Eastern Railroads, and chairman of the National Diversion and Reconsignment Committee. Eldridge, who asked to be relieved of some of his responsibilities, continues with Republic as a special assistant on traffic and related problems under the executive staff of the corporation. He also continues as vice president of Liberia Mining Co., Ltd., and as president of the Lake Champlain & Moriah Railroad.

**United States Rubber Co.:** Lawrence G. Hilyard succeeds T. J. Oechsner as manager of the consolidating division . . . John S. Drennan has taken over as manager of the service division, succeeding J. V. Muller . . . John C. Taylor and James L. McCloud appointed to the respective posts of branch traffic supervisor in the consolidating division and assistant manager of the service division.

**Universal Atlas Cement Division, U. S. Steel Corp.:** George A. Smith named Western Region traffic manager, headquartered in Kansas City, Mo.

#### AIRCRAFT MANUFACTURERS

**Republic:** Brig. Gen. John M. Sterling, USAF (retired), appointed director of operations in Europe as well as vice chairman of the board of directors of Republic Aviation International, S.A. . . . William P. Burch named director of military sales for Republic's Helicopter Division . . . Ralph G. Platt, well-known aviation writer and editor, appointed public relations representative in Washington.

**Vertol:** Max Bowen, general manager since early 1956, elected vice president.

#### MATERIALS HANDLING

**Baker:** George Clark named Western district manager of the Baker Industrial Truck Division, Otis Elevator Co.

**Hyster:** Ray M. Ronald and Frank A. Rostedt elected vice presidents. Ronald has been with Hyster for 28 years, Rostedt for more than 20 years.

**Jeta:** Ray Calhoun, former plant superintendent of Jeta Metal Fabricators, Inc., appointed sales manager of Jeta's Container Division.

**Yale:** John J. Garrity named hoist district sales manager for Northern California, Northern Nevada, Utah, and Hawaii.

#### MILITARY

**Department of the Army:** Col. David B. Parker succeeds Col. William Redling as Assistant Army Chief of Transportation for Research and Development.

**MATS:** Lieutenant General William H. Tunner, hero of the Berlin Airlift, named new commander of the Military Air Transport Service. He succeeds Lieutenant General Joseph Smith who has retired from active service. General Tunner is former Commander in Chief of the USAF in Europe. He commanded the Air Force Ferrying Division and later the India-China Division during World War II.

#### GOVERNMENT

**CAA:** Joseph D. Blatt named regional administrator of CAA's First Region (Northeastern United States). Ward B. Masden takes over as deputy regional administrator of the same region.

#### ORGANIZATIONS

**Independent Airlines Association:** George Patterson, president of Universal Airlines, succeeds J. F. Stallings, president of Capitol Airways, as president of IAA. E. J. Averman, president of Regina Airlines, was elected vice president.



## GALLO RESIGNS

(Continued from Page 8)

board member and advisor. Shortly after the news of his resignation was made official, Gallo told *Air Transportation* that he intended taking a vacation before deciding his next move. Industry rumor had it that he would associate himself with another major indirect carrier, that he would join an airline, and that he would assume an executive position with an industrial manufacturing firm—all of which was without foundation, at least at the time of this writing.

Mayer founded AEI in 1935, at the age of 24, at 17 State Street, New York. With \$200 of borrowed money, he equipped his single-room office with a double deck, four chairs, and a couple of typewriters. This was the forerunner organization, Air Express International Agency. Its initial function was primarily for the purpose of handling air-expressed imports. Soon afterward Mayer effected the first United States-to-Europe air freight service (via the German Zeppelins), thereafter contracting with a number of domestic airlines for the handling of international shipments. Mayer's earliest coup—and a profitable one—was the handling of a tremendous shipment of newly-printed Persian currency which was sent to Europe by sea and to final destination in the Middle East by air. This took place 22 years ago.

In subsequent years, Mayer signed an agreement with Railway Express Agency for the handling of air-sea shipments to foreign destinations; performed customs brokerage operations for Pan American World Airways' inbound shipments at the Miami, and later, the New Orleans, Brownsville, San Francisco, and Los Angeles gateways. A familiar figure abroad, Mayer set up many of the overseas managing agencies and offices. He returned only recently from an extended business tour of Europe, and departed again during the latter part of July.

In an exclusive statement to *Air Transportation*, Mayer named Beck, Muhlfeld, and himself as "the company's new management team," adding:

"I stress the word team, for this is exactly how the company is now being managed.

"With the advent of the Jet Age, we feel that air freight will at last come of age. Our immediate goal, therefore, is to educate business interests, here and abroad, to use air freight, and specifically AEI, as a normal way of shipping.

"Our company is in a rather unique position, for we provide not only import and export freight services as both an agent and a carrier, but ocean freight services as well. Additionally, we have entered the domestic market to meet the growing need for an expedited air freight service.

"To summarize, our aim is to bring to as many business firms as possible the advantages of using the international and domestic services of AEI. We are offering a complete transportation package door-to-door, world-wide."

## MONRONEY

(Continued from Page 8)

► The recession, which has hit all forms of cargo transport.

► The military's failure to "share prop-

erty with them a reasonable part of the military traffic."

► Prohibition against receiving Government subsidy, a provision in the temporary certificate of each cargo line.

Senator Monroney went on to say:

"I feel that proper attention has not been given to the importance of air freight as the coming source of new air service. This is true among the civilian agencies, but more particularly is it true with the military shippers and the operators of MATS. The failure of both our military and our aircraft manufacturers to produce an all-cargo plane, specifically designed for the most economical handling of air cargo, is another reason for the difficulties faced in developing this vital air service.

"Another complication has been the failure of the 105 American cities now served to recognize and properly support this service, which must have sympathetic local support if they are to build their loads. Also there has been the failure of the Congress and the postal service to make maximum use of air cargo service for delivery of first-class mail to the points served.

"Lastly, there is a need for more adequate financing, either through leasing of military freight planes on a basis to provide more modern freight equipment with crews ready to serve anywhere on short notice in the event of an emergency, or some other arrangement to protect the \$84 million investment and insure the ability to attract new capital at reasonable rates to the cargo carriers."

General Curtis E. LeMay, Air Force Vice Chief of Staff, who, two days after Senator Monroney's statement to the CAB, appeared before a House Armed Services subcommittee, defended MATS with the assertion that "the military isn't in business to make profit for the commercial airlines." He said:

"MATS must do things daily in peacetime that it will be called upon to do when the whistle blows. But there's no sense in flying these planes empty. I don't think it's fair to the taxpayers to let them fly around empty just to give business to the private airlines."

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General LeMay spoke in defense against a charge by the airline industry that the military is competing with it on a world-wide scale.

## TRANSCONTINENTAL

(Continued from Page 8)

February, 1958; Page 19). These will go into scheduled service in 1960.

TSA will open with three round trips a week, with departures from both cities on Mondays, Wednesdays, and Fridays. Inaugural flight from New York International Airport is set for August 18.

President of the Argentine airline is Manuel R. Masllorens.

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## NEW EQUIPMENT

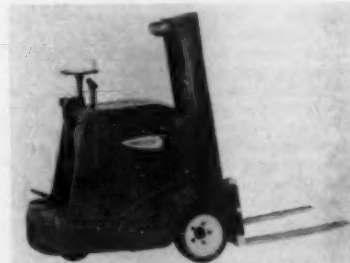
FOR THE  
*Shipper & Carrier*

Hyster Company has released a new series of 15,000- to 20,000- pound capacity lift trucks with many features that are reported to be major improvements over the operating and production performance of four previous large capacity units. Improvements involve new features in the engine, power train, steering mechanism, hoisting mechanism, and operator comfort. Hyster's three engine choices are now available to match specific power requirements of any application. Included are diesel, gasoline, and liquid petroleum gas.

It was pointed out that results of these design improvements give these large capacity units the shortest turning radius (154" to 157") and fastest lifting speeds (59" to 74" per minute) in the industry. Full advantage of this short turning radius is possible, the manufacturer said, because of a new design of the power steering mechanism which supplies power for a full steering arc regardless of engine speed.

The Hustler Brute, a new stand-up electric truck manufactured by the Hustler Corporation, is reported to have all electrical controls and hydraulic controls positioned in a manner so that they can be

exposed in an easily accessible, vertical position within less than one minute. This



is accomplished by unlocking and swinging the steering post to the rear, then merely lifting the hinged truck top 90°, the manufacturer stated. All controls are located on this lid.

The Brute is furnished in 2,000-, 2,500- and 3,000-pound capacities at 24" load centers. Standard mast is 68" high with 33" free lift with a total lift height of 98". High efficiency power system operates from a 420 to 600 amp. hour battery at 24 volts, providing for eight to 10 hours of normal operation without recharge. The Brute offers the operator four forward speeds to a high of 6½ miles per hour, and reverse. It turns on a 48" radius.

The driver's position is free of obstructions and permits entry or exit from three sides. Steering is of ring and pinion design to eliminate linkage wear, full 360° steering is available by making minor adjustments on truck, and an extremely fine forward and reverse foot pedal inching control is provided.

Overall construction is reported to be exceptionally rigid, using 2" thick solid steel plate. Chassis is welded from solid 6" x 8" steel members. Even with this weight, whenever the deadman brake is released, the machine locks the brakes, cuts the power and the machine stops within 18", Hustler said.

The entire truck is produced from packaged components to provide for simplified maintenance, especially where fleets are operated. For instance, the entire drive assembly can be removed by loosening only six bolts. This assembly includes wheels, axle housings, differential gear reduction, motor, and brake assembly.

Lewis-Shepard Products, Inc., has introduced a new clamping attachment for electric fork trucks for the easy and efficient handling of both palletized and non-palletized loads, as well as those on skids and in bins. Called the Master Universal Clamp, this multi-purpose attachment is available on all Lewis-Shepard electric fork lift trucks. Because the attachment actually clamps the sides of non-palletized objects hydraulically, it is especially effective in handling such items as bales or cases, the manufacturer said.

To pick up such a non-palletized load from the floor, the operator hydraulically opens the clamp, runs the truck up to the load so that the clamping arms straddle the load, and then clamps the load between



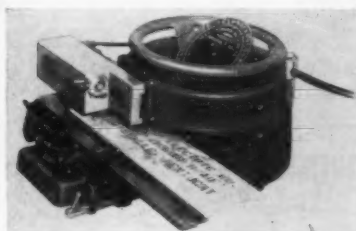
the arms. Next, he lifts the load off the floor and drives to his destination. To high stack or deposit his load on the floor, he simply reverses the procedure. When using the clamp to handle pallets or skid platforms, the operator simply leaves his clamp in the "closed" position and inserts the clamping arms into the pallet or skid. The L-S Master Universal Clamp has a clamping range from 18" to 46" or 23" to 60", depending on the materials being handled. All controls for operating the clamping arms, which can be firmly held in any position of closure, are conveniently located at the driving position.

Unusual adaptability to varying materials handling requirements is said to be provided by a new trailer design engineered and built by SI Handling Systems. The trailer is designed for use either with a towing tractor or with an in-floor dragline system. Heavy-duty, lightweight fabricated steel automatic couplers are provided at both ends of the trailer for hooking up to tractor and other trailers. The in-floor coupler for dragline service is designed for release by foot pedal from either side of the trailer. As in other SI trailer designs, this unit embodies angle iron construction for maximum deck strength; durable hardwood platform; engineered placement of wheels for ease of handling and best tracking ability; round corners and smooth sides to prevent damage to materials

or injury to personnel; quality casters and wheels with pressure lubricated bearings.

The Bassick Company has designed and developed a new caster with a wide Canaphin, phenolic-canvas type, molded composition wheel, capable of carrying extremely heavy loads safely. This special sized caster is especially desirable where low overall height is important. Bassick said it raises the load only 4 5/16" above the floor and maintains a low center of gravity with very easy swiveling action. A very wide 1 13/16" tread width dimension on a 3" diameter wheel gives a wide area of floor contact. The wheel is mounted on a fully hardened, double ball race, super heavy Series S99 swivel caster. It was designed especially for heavy electronic business machines. The company recommends it for consideration wherever heavy equipment needs to be made portable but is normally moved only occasionally. It will carry 500 pounds each or 2,000 pounds per set of four.

The Ideal Stencil Machine Co. has introduced a new unit for cutting stencils with air power. Called the Power-Pac, the new device is designed to fit all Ideal stencil machines already in operation. New units can be shipped with the attachment, the company said. The Power-Pac has a



two-way built-in air cylinder that assures a positive cut and return cycle, controlled with two manually operated push button valves. The operator merely selects the desired letter and pushes the button. No manual power is required to cut the letter. Two models of the Power-Pac are being marketed, both alike in design features. The No. 1 size is especially for the No. 1 Ideal stencil machine; the No. 2 size fits Ideal stencil machines Nos. 2 and 3 and the Ideal Quarter. No electrical connections are required, the company pointed out.

A fully powered combination steel strapping tool, which combines tensioning, sealing and cutting, has been announced by Acme Steel Company. The new tool, the A4 Pneumatic Steelstrapper, is the first strapping tool that provides power for every operation after the strap is inserted, Acme said. Each strap is power applied to the same predetermined tension by means of a throttle on the handle. Another control on the same handle produces a perfect sealed joint and cuts the strap flush with the seal. Acme Steel has developed a full line of mounts which include overhead tool suspension systems and accessories for the A4 Steelstrapper.



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reached, the operator releases the tensioning lever. A pawl locks the gripping dog in place and prevents any loss of tension before the other lever is pressed to form the sealed joint and cut the strap. Any amount of slack can be taken up until the pre-set tension is reached. The amount of tension can be changed by simply adjusting the air regulator prior to the strapping operation.

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# BOOKS

The thesis that the day when men will be replaced by automatic missiles is still in the distant future, is dramatically pursued by Lloyd Mallan in his **A Day in the Life of a Supersonic Project Officer** (David McKay Co., Inc.; 178 pages; \$3.95). With scores of excellent photographs to emphasize his text—all by Mallan—the author traces the exciting story of Major Robert Thomas Goetz and America's first supersonic interceptor, the F-102A. A fine all-around job . . . Samuel Taylor Moore's **U. S. Airpower** (Greenberg, Publisher; 196 pages; \$5.95) traces the evolution of American air power, from the day of the hydrogen bag to the hydrogen warhead. This is a swiftly moving, well-illustrated account of our growth in aerial strength, not without the author's particular message: "The greatest mission remaining to the Air Force, together with the air capabilities of the other services, is to continue to serve as a prophylactic against any future war." Which means unparalleled power in the air.

Dr. Thomas A. Dooley makes an important point in his **The Edge of Tomorrow** (Farrar, Straus & Cudahy; 208 pages; \$3.75). It is that our multi-billion foreign aid schemes might bring in much better dividends if we employed the weapons of humanitarianism on human beings. This ex-U. S. Navy doctor returned to Asia under the sponsorship of the International Rescue Committee, where, in Laos, he selflessly served the disease-wracked population. His story of service is a moving one; better still is the utter simplicity of it—a mirror of his character. "I believe," he writes, "that we would gain more for our own country . . . if we emphasized the connections that exist between peoples. Let us show that we believe the connections to be greater than the differences." . . . Anybody interested in Central Africa should read Michael Kittermaster's **Katakala** (Abelard Schuman Ltd.; 212 pages; \$3.50). This most readable and entertaining travel book presents a series of vignettes adding up to a pretty comprehensive picture of African life today—which, in many instances, is not too different from African life of a few hundred years ago. At times one is inclined to think of Mr. Kittermaster as the poor man's Somerset Maugham, except that he can't be poor, and his stories aren't fiction; they're only good enough to be.

The newspaper headlines blare a mystery air crash. Lives are lost. Editorial writers and vote-conscious legislators ask the big question: Why? Eventually, in most cases, the almost impossible answer is made known. How this is done, how bits of scrap, silvers, twisted hunks of metal are put together to tell why the tragedy occurred, form a fascinating story as told by Clayton and K. S. Knight in **Plane Crash** (Greenberg, Publisher; 213 pages; \$4.50). A different kind of a mystery story that is a fine tribute to the CAA and CAB . . . Four internationally known experts pool their talents in **Project Satellite** (British Book Centre, Inc.; 169 pages; \$5.00); Werner von Braun, Kenneth W. Gatland, Harry E. Ross, and A. V. Cleaver. In this volume, edited by Gatland, the reader will find a vastly satisfying story of the satellites: early rocket development, the launching of satellite-carrying missiles, their instrumentation and tracking through space. Each is a lucid account, readily understood by the layman.

Here is a different kind of a travel book billed as "a trailer's eye view of Europe." **Home Was Never Like This** by Etta Payne (Greenwich Book Publishers; 184 pages; \$3.00). A member of the first Wally Byam Trailer Caravan to Europe two years ago, Mrs. Payne faithfully recorded her impressions of travels over 16,000 miles of road in Europe. Pleasant reading . . . We heartily recommend the newly revised edition of **McKay's Guide to Bermuda, the Bahamas and the Caribbean**, by Eleanor Cowles Gellhorn (David McKay Co.; 404 pages; \$5.00).

Everything you want to know about this fabulous area. Mrs. Gellhorn has left nothing to the imagination. She arms the traveler well.

John Wain's **The Contenders** (St. Martin's Press, Inc.; 279 pages; \$3.95) is a lively and excellent novel. Ned Roper and Robert Lamb, friendly competitors at school in the English Midlands, continue to compete against each other when Robert has become a fashionable businessman. They are competitors even to the point of one flitching the other's wife. Their rivalry is watched and related by Joe Shaw, the fat, philosophical provincial who despised competition even at school; and who is, incidentally, worth 20 of Ned and Robert put together. Superior reading . . . **The Northern Light**, by A. J. Cronin (Little Brown & Co.; 308 pages; \$4.00) is about the fight put up by the editor and publisher of an English small-town newspaper to save it from being killed by a powerful newspaper syndicate to which he has refused to sell it. This is the story of battle against odds, and ultimate victory, of the small-town journalist—but at heartbreaking cost. Cronin remains in good form in his latest novel.

William H. Gage, Jr., is uncommonly well-informed about the lovely and historic island of Cyprus, which lends a great deal of interest to his novel, **Appointment with Dishonor** (Little, Brown & Co.; 184 pages; \$3.50). In this contemporary drama, the British Lt. Col. Hugh Mallory is captured by terrorists and held as a hostage for a Cypriot leader of the revolution who is in British hands under sentence of death. A fine if unimaginative soldier, and a man taken with a beautiful Greek, Mallory makes a likely and likeable hero for this economically written, convincing suspense story . . . Alberto Moravia's **Two Women** (Farrar, Straus & Cudahy; 339 pages; \$4.95) is the story of Cesira, a shopkeeper from Rome, and her 17-year-old daughter, Rosetta, who in the last year of the war were forced by the threat of starvation to leave the city. They lived the time out in a hut in a small mountain community, but suffered no harm apart from physical hardship. It was after the liberation that true personal tragedy begins to strike, providing a study in personal deterioration. This novel is thoughtful and genuinely pitiful, but it would have more impact if it were shorter.

Dean Brellis' **The Mission** (Random House; 180 pages; \$3.50) is so authentic a novel that it reads like autobiography. It is the story of a young OSS sergeant who, during World War II, is parachuted behind Japanese lines in North Burma. His purpose is to train men of the Kachin tribe, and the mission of the small trained force is to ambush a Japanese steamer loaded with arms and men. Between the sergeant and his second in command, Pohn, there grows a deep friendship from which the young American learns much, and which he is never going to forget. The book is simply, quietly, and quite beautifully written. Brellis is an important new talent . . . Gregory Solon, in his novel, **Let Us Find Heroes** (Random House; 278 pages; \$3.95) has created a group of three-dimensional characters who successfully draw into sharp relief the human and political conflicts under Communism. Solon's doubting Russian Army captain is excellent. A wartime hero, Solon develops him into an ideological hero as well—one with a questioning mind that makes him suspect. The wind-up is a tautly written escape from East Germany.

Let's say from the outset that Lester Atwell's **Private** (Simon & Shuster; 499 pages; \$5.00) overcomes most of the present-day doubts of critics on war books. This is a superior effort; a realistic view of war and men through the eyes of an ordinary combat soldier—certainly better than most war books published since the end of World War II. His dialogue is hard-hitting, fine; it fairly splits the muck of war. Put it on your book list . . . Before one has gone very far in the novel, **Twenty-four Hours at Le Mans** (John Day Co.; 221 pages; \$3.50), it becomes fairly obvious that J. A. Gregoire knows his way around racing cars, racing

drivers and Le Mans itself. (As a matter of fact, the author invented and produced the first French gas-turbine racing car.) This is an extremely readable story, laden with all sorts of details of the dangerous game which, happily, do no slow the action. This excursion behind the scenes at Le Mans, France, where the Grand Prix d'Endurance is held, is effectively translated by Bryen Gentry.

An excellent how-to-book in the field of materials handling is D. Oilphat Haynes' **Materials Handling Applications** (Chilton Co.; 381 pages; \$12.50). The author discusses machines, their use, evaluation of methods to solve a particular problem, etc. Profusely illustrated. The author is a well-known consulting engineer . . . William M. Bergman, III, in his **Experiences with the Weather** (Vantage Press; 371 pages; \$3.50) has set out to set aright what he calls false notions about climatic changes. Reading this book means wading through a mass of comparative data, but the author makes his point.

The aerial anecdotes in Franklin W. Marsh's **Flying High** (Public Affairs Press; 138 pages; \$2.50) are humorous enough; but without the advantage of continuity to tie them together, the laughs begin to wear thin. This is not the sort of a book, small as it is, to read at a single sitting. You'll get more from it by reading several pages at a time . . . **Jet Ace**, by Todd Thomey (Avon Publications, Inc.; 160 pages; paperback, 35¢) is a new novel which concerns itself with jet test pilots and the standard run of man-woman trouble. Fast-moving.



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**52** Latest revised color map of New York State, showing locations of 46 municipal airports, 174 private and commercial airfields, 11 military air bases, 37 seaplane bases, and seven heliports.

Also identifies more than 700 airmarked communities, and shows county boundary lines, principal waterways, cities, and villages of 1,000 or more populations. A chart shows approximate air distances between municipal airports in the state. Map measures 20" x 30".

**53** *How to Improve the Marking and Taping of Your Shipments*, an informative booklet of practical value to those responsible for shipments reaching their destination without delay and in good condition.

**54** A new brochure which details the advantages of a manufacturer's roller device for stenciling shipments.

**55** Four-page folder illustrating and describing the Elwell-Parker F-30T4, 4,000-pound capacity electric-powered fork truck.

**56** Eight-page bulletin featuring The Traveloader, a side-loading handling unit, manufactured in capacities of from 4,000 to 30,000 pounds. Stacks like a fork truck, carries like a platform truck, and delivers like a road truck.

**57** Technical report on the shipment of liquids in a polyethylene bottle and corrugated shipper. This case history highlights a new packaging approach for this type of shipment.

**58** New six-page folder listing condensed specifications for the complete line of heavy-duty material carriers manufactured by Gerlinger Carrier Co. Load capacities of the various models range from 12,000 to 60,000 pounds.

**59** *From Orchids to Elephants*, a colorful new folder which explains the world-wide air cargo services of British Overseas Airways Corp.

**60** *Profit Lift*, Pan American World Airways' new air cargo folder which shows how shipping by air can be utilized as a marketing tool. Includes several interesting case histories which point

up the high value of air cargo. Concisely written; a valuable piece of literature for the cost-conscious executive.

**61** Two new illustrated bulletins which fully describe the 3,000-pound capacity electric- and gasoline-powered Baker fork lift trucks, Models FTA-30 and FGA-30.

**62** Condensed catalog listing the entire line of Permacele-Page's tapes and adhesives. Twelve pages long, it provides a brief description of each product, its outstanding properties, and application. Designed primarily as a quick and convenient guide in selecting the material best suited for use in solving a particular problem.

**63** Handsomely illustrated catalog giving the full line of Gaynes package testing equipment, designed to test "virtually every type of container or package, from a small parcel post-type package to 6,000-pound containers."

**64** International shippers and forwarders will be interested in this three-color world route map which clearly indicates KLM Royal Dutch Airlines' international cargo network. Shows at a glance KLM's all-cargo and passenger-cargo services, as well as the interline all-cargo and passenger-cargo services.

**65** Brand new brochure detailing Trans Caribbean Airways' new low Caribe Cargo commodity rates between New York and San Juan. Lists pickup and delivery rates in the metropolitan New York area. Also provides an alphabetical list of 74 points in Puerto Rico and their pickup and delivery rates.

**66** *A Guide to Better Closures*, specially prepared 16-page illustrated booklet for users of fibreboard boxes and packages. This is intended as a guide for the evaluation of methods currently in use to effect economies and stepped-up production in the closure of fibreboard boxes. Contains a collection of reliable information on such closure methods as hand and machine gluing, taping, stapling, and wire stitching, along with a discussion of advantages and disadvantages of each.

**67** Automatic Transportation Company's industrial truck selector guide which shows how to set up materials handling systems in relation to specific plant layouts and the kinds of products produced. Describes 20 basic industrial truck types and gives specifications of 100 different models, indicating how each is applicable to particular handling requirements.

**68** Sample copy of the monthly magazine, *American Import & Export Bulletin*. Reports all foreign trade news, with special emphasis on U. S. Customs regulations. Includes various opportunities for import and/or export trade.

**69** Domestic air freight rates of TWA, between principal cities of the United States. This folder also specifies Bargair Air rates, covering a cheaper, though slower, form of air freight.

**70** International air freight rates of TWA. Provides general and specific commodity rates between the New York gateway and 100 world points.

**71** An interesting case history which tells how an appliance manufacturer was able to meet a fluctuation production schedule through conversion to a fleet of electric industrial trucks.

**72** New eight-page bulletin describing construction and specifications of a shock-resistant, moisture-tight and atmosphere-tight reusable lightweight shipping container that can be constructed to any desired dimension.

**73** Sixteen-page brochure which deals with the various applications to which gravity wheel conveyors have been adapted. Includes pictures, drawings, and specification tables. One of its features discusses the selection of conveyors, construction features, and accessories which are available for conveyor adaptations.

**74** British Overseas Airways Corporation's transatlantic, transpacific, Caribbean, and South Pacific off-line air freight rates—in a newly designed, easy-to-read format. This memorandum tariff also features BOAC-Qantas transatlantic schedules, current to mid-October.

**75** Here's a comparison chart for potential purchasers of low-lift and high-lift electric walkie materials handling trucks. Lists some 30 different points of comparison, including traction speeds, location of operating controls, type of brakes, mast construction, hydraulic system, maintenance features, electrical components, etc.

**76** Reprint of *ParcelAir—A New Air-Shipping Idea*, picture story of a recently introduced method of air distribution, originally featured in *Air Transportation*.

**77** Well-planned folder which provides complete information on Luft-hansa's transatlantic cargo service. Includes general cargo rates from 20 U. S. and Canadian cities to 60 points in Europe, Asia, and Africa; also specific cargo rates.

## Air Cargo Films Available Free

Readers of *Air Transportation* may borrow without cost to them any or all of the sound motion picture films listed below. Each film is concerned with air cargo. It will be loaned with the understanding that it will be presented before industrial traffic or business groups.

To receive one or more films, circle the appropriate key number on the prepaid postal card bound into this issue.

Key No.	Title	Produced For	Color or Black & White	Running Time
221	Winged Cargoes	BOAC	C	15 min
222	Winged Profits	KLM	C	25 "
224	The World—Your Market Place	Pan American	BW	23 "
225	In Your Hands	Pan American	BW	17 "
226	Air Van to Europe	Seaboard & Western	BW	15 "
227	Ship the Best Way	United	C	25 "
228	Time Flies	Lockheed	C	14 "
229	The Tasks of Hercules*	Lockheed	C	10 "
230	Airfreighter	Lockheed	C	12 "
231	Milestones of Transportation	Lockheed	C	10 "

\*Available in English, French, German and Spanish Narration.

## New Items This Month

It is the policy of the editors to retain each *Come 'n' Get It* item for a period of three months.

The items added this month are numbers 69 to 77 inclusive.



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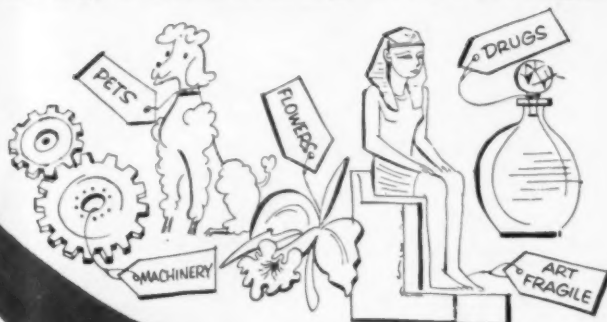
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